FEEDSTUFFS

★ A WEEKLY NEWSPAPER ★

FOR THE FEED MANUFACTURER, JOBBER, BROKER and DEALER

Volume 22—Number 39 SEPTEMBER 30, 1950 1 Year $4, 2 Years $7

Grain, Feed Men Hold 54th Meeting

Grain, Feed Group Elects Seven New Directors

KANSAS CITY—Seven new directors were elected at the annual meeting of the Grain & Feed Dealers National Assn. in Kansas City, Sept. 25-26.

Gail M. McDowell, president of the Western Consumers Feed Co., Paramount, Cal., and R. E. Barinowski, Feedright Milling Co., Augusta, Ga., were chosen for terms which will expire in 1951. They replace H. A. Brickham of Los Angeles and Caddis F. Morriss of Lexington, Ky., respectively.

New directors elected for the terms expiring in 1952 were: G. A. Pritchard, Indianapolis, Ind.; Madison Clement, Clement Grain Co., Waco, Texas; Hugh Hale, Hale Grain Co., Royal, Iowa; Donald Jorgensen, Sargent & Co., Des Moines, Iowa, and L. E. McClellan, Cargill, Inc., Milwaukee.

Directors who were reelected to serve until 1952 were: Paul Atkinson, Norris Grain Co., Toledo; Ray C. Ayers, Ray C. Ayers & Son, Slayton, Texas; J. H. Caldwell, Sr., St. Louis; Max F. Cohn, Sunset Feed & Grain Co., Inc., Buffalo; Frank C. Daniels, Cooperative Feed Dealers, Inc., Binghamton, N.Y.; Albert O. Deluse, Lew Hill Grain Co., Indianapolis; F. E. Gillete, Gillete Grain Co., Nashville; Vernon Green, Green-Mish Co., Washington; Columbus F. Hayes, A. D. Hayes Co., Mt. Pleasant, Iowa; Clarence E. Lee, Harvest Queen Mill & Elevator Co., Plainview, Texas; George McIntyre, Fritchey Bean Co., Saginaw, Mich.; Howard I. McMillan, Osborne-McMillan Elevator Co., Minneapolis; H. E. Sanford, Continental Grain Co., Portland; Dean Southwell, Southwell Grain Corp., Buffalo; E. R. Warren, Warren Grain Co., San Francisco; R. C. Woodworth, Cargill, Inc., Minneapolis; C. S. Woolman, Hales & Hunter Co., Chicago.

It was voted to hold the next annual meeting in Memphis.

Canadian Offerings Depress Millfeed Markets in East

U.S. millfeed markets encountered stronger competition from Canadian millfeeds in northeastern markets this week. Prices held fairly well, but there was a decidedly easier tone to the market, particularly on bran, which is now at the lowest price levels since last February.

The heavier Canadian offerings in New England followed big sales of flour made by the dominion mills to Great Britain early in the week. Canadian feed slumped to a point below existing U.S. levels, basis New England points, and a considerable volume was sold to feed manufacturers in that area.

Calculations late in the week placed Canadian feed, duty paid and delivered, as much as $3 ton below U.S. offerings from the Southwest. In the Boston market Sept. 28 southwestern bran was quoted $53, sacked, delivered, while comparable Canadian offerings were $50, Boston.

The first reaction was a substantial reselling of U.S. feed that had previously been booked by formula feed producers in New England. With New England current needs filled by the dominion offerings, it was indicated that Canadian sales were now being pressed in New York.

British Purchase Five Cargoes of Spring Wheat in U.S. Market

WASHINGTON—The U.K., using free dollars, bought five cargoes of U.S. spring wheat this week, trade and government sources report. Trade sources report that the U.S. Department of Agriculture declined to make available to the trade supplies of spring wheat which it is holding in eastern export position at the time the U.K. was in the market. No flour is reported to have been requested in the U.K. buying.

According to trade reports, the U.K. activities are not a stockpiling action but in anticipation of probable higher prices later for the top grades of Canadian wheat.

According to a survey conducted by the Canadian Wheat Board, farmers in the prairie provinces will market about 360 million bushels this year. About 45% will grade No. 5 or lower.

U.K. wheat buying activity in the U.S. has been confirmed at USDA wheat agreement offices, where at least three cargoes have been registered under provisions of the pact.

In addition to purchases in the U.S., the U.K. also has been active in Canada, buying No. 1 Manitobas.

Meanwhile, the grain trade in the Southwest is wondering whether British grain buying will extend to hard winters. So far U.K. buyers have taken only springs. Wheat of comparable protein or better is available at approximately the same delivered cost from the hard winter wheat area as from the spring wheat section.

Sept. 28 hard winters of 12.50% protein could be purchased for Gulf shipment, after subsidy, at a price comparable to the $1.90 bu. for No. 1 northern spring, the price reported paid by the U.K.

Offers of hard winters to the British importers, however, brought only a reply of "not interested."

INTEREST IN PRESENT ECONOMIC SITUATION SWELLS ATTENDANCE

Delegates to Grain & Feed Dealers National Assn. Convention Discuss Possible Changes in Economy Necessitated by Preparedness

Ch .es G. Robinson
. . . *Reelected President* . . .

KANSAS CITY—Keen interest in the changing economic situation incident to the Korean war and the possible development of total war attracted a near record, if not an all time high, attendance at the 54th annual convention of the Grain & Feed Dealers National Assn. at the Hotel Muehlebach Sept. 25-26.

Remarks of industry leaders who addressed the business sessions revealed that the grain and feed men are fully alerted to the responsibilities that could be thrust upon them in the event of all-out mobilization and resultant controls.

Charles G. Robinson, Scruggs-Robinson Co., Memphis, president of the national association, exemplified the feelings of the membership when he recommended two fundamental policies for "whatever period of war we may experience."

"First, that this grain and feed industry pledges its entire support of all proper measures taken by our government for the defense of our people, and for the defeat of the barbaric program of Communism.

"Second, that we will stoutly oppose in our own nation the advancement of the same Socialistic and Communistic ideas that we will be fighting abroad."

Missouri Group Coordinates

The Kansas City Board of Trade was host to the convention, which registered about 900 feed and grain men and several hundred wives. Combining to boost the attendance was the fact that the Missouri Grain & Feed Dealers Assn. coordinated its

(Continued on page 7)

Scattered Frosts Bring Damage to Late Corn Crop

Scattered frosts during the past week affected corn yields in the main producing areas, but the extent of damage was not immediately assessed.

Crop development is still lagging, although generally warmer weather favored maturity of the corn. Official reports from Nebraska and Iowa said temperatures were above normal, while other states reported near-normal temperatures.

A week or more of favorable weather is needed in the later areas if further frost losses are to be avoided.

Soybeans, although delayed to some extent, have advanced more rapidly than corn. Combining is under way in southernmost regions and in advanced fields in the north.

FEEDSTUFFS FEATURES

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AFMA Feed Survey Committee to Meet Oct. 26-27

CHICAGO—The ninth annual meeting of the American Feed Manufacturers Assn. feed survey committee will be held in Chicago Oct. 26-27. The committee is composed of 23 men from various state colleges and experiment stations from all sections of the U.S.

A report on the findings of the committee will be issued immediately following the meeting. It will present an estimate of total feed supplies available for the 1950-51 feeding year and estimates of feed usage for each class of livestock and poultry.

★ FEEDSTUFFS ★

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Antibiotics Clarification

A MEETING that promises to have extraordinary interest this year is the 40th annual convention of the Association of American Feed Control Officials. It is scheduled for the Shoreham Hotel, Washington, Oct. 4-5.

The relationship between the feed control officials and the feed industry is such that this is regarded as an important meeting in any year by formula feed and ingredient manufacturers and processors. What gives it a special place this year is the development during the past several months of antibiotics for feed use.

There has been no definite policy announced on how the antibiotics in feed would be considered from a registration, labeling and enforcement standpoint. No one knows for certain whether formula feeds containing them will be considered medicinal and thus subject to the regulations of the Food and Drug Administration, or whether they will be regarded as nutritional and thus treated as any other feed ingredient. A great deal of consideration has been given to the increasingly important subject, and the meeting in Washington will be the first opportunity for a full, open discussion.

A paper on antibiotics will be presented at the morning session on Oct. 5 by Dr. H. R. Bird, poultry research head at the federal research center at Beltsville, Md., where many of the important findings on antibiotics in feeds were developed. Probably the principal discussion of all viewpoints, however, will be in a pre-convention session on the evening of Oct. 3 between the feed industry committee and the control officials.

The antibiotics constitute one of the most important developments of all time in the history of poultry and livestock nutrition. Their regulation and use should be considerably clarified by the time this year's convention of the feed control officials is over.

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Soybeans in the Feed Picture

SOME thoughts of more than ordinary interest were expressed recently by Clyde H. Hendrix, speaking to the 1950 convention of the American Soybean Assn. As president of the Feed and Soy Division of Pillsbury Mills, Inc., Mr. Hendrix is active in both the feed manufacturing and soybean processing industries. In his talk before the soybean organization, he placed emphasis on the close relationship between the two both in past development and future growth.

His remarks were especially timely because the large crop of soybeans being raised this year, plus some other current market factors, have raised fears among some growers and handlers of beans that the next and ensuing years may bring carry-overs of beans from one crop to another that eventually would cause price problems.

Mr. Hendrix does not see it that way at all. He believes that a steady increase in the production of soybeans in this country not only holds no price pitfalls, but is required to meet expanding demand and to stabilize markets. His call is for courage and confidence among all of those associated with the soybean industry, and the motto he suggests to them is "Forward to Half a Billion," by which he means half a billion bushels annual production. The 1950 harvest is estimated at a little more than 270 million.

A carry-over of old crop beans would be a good thing, Mr. Hendrix maintained. "It is a pitiful situation," he said, "when with the approach of each September, feeders who depend upon soybean oil meal as the major source of protein . . . watch the price of it comparatively skyrocket, and those who must carry inventories face a resulting loss when a new crop finally appears.

"What is needed is a stabilizing influence between old and new crop soybeans, and this can only be accomplished by more beans—the same as it is with wheat and corn and oats and barley, and the other major crops. . . . I welcome the day when the crop carry-over of soybeans is sufficient to cushion the transition from old to new so that the squeeze is practically nonexistent."

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HUMAN nutrition, especially in the United States, is in a "protein cycle," Mr. Hendrix pointed out, which has and will continue to increase the demand for meat, milk, butter, eggs, cheese and similar products. This in turn raises the demand for protein for animal and poultry feeding, supplies of which always have been deficient from a standpoint of maximum use.

Mr. Hendrix reviewed the history of the product briefly to show that soybeans, of themselves, are not a satisfactory feed. On the other hand, soybean oil meal, when combined with the proper vitamins, minerals, animal protein factors and antibiotics, is in Mr. Hendrix' words "the most adaptable protein in America at the present time—the only one which can be used universally in the feeding of cattle, hogs, sheep and poultry with profitable, beneficial results to all. . . . A part of the formula feed industry today does not realize how much soybean oil meal it can properly use by incorporating the advanced knowledge" of fortification with the proper vitamins and minerals.

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THE formula feed industry's volume has grown from about 12 million tons in 1938 to an estimated 27,750,000 this year, he said. In the same period, soybean oil meal production has been expanded from about 1 million tons to 4,500,000.

"This is the record—the paralleling records—of two industries which are closely tied together," he continued. "Those of us in the formula feed business have every confidence and every right to believe that the formula feed volume in the foreseeable future will go to 50 million tons a year. And you have every right to expect that if it does (and it will) the production of soybean oil meal will reach approximately 8,500,000 tons in order to keep pace with the demand of increased feeding of balanced rations to livestock and poultry.

". . . So you are wondering what to do about the estimated 270 million bushels of soybeans that are facing our combines. Let me give you one simple way that more meal can be used. Formula feed manufacturers are producing 27,750,000 tons of feeds, and if their usage of soybean oil meal was increased just 5%, it would mean an additional immediate market for 196,000 tons of soybean oil meal. If the usage of soybean oil meal by formula feed manufacturers could be increased 10%, it would result in almost 400,000 tons of additional soybean oil meal."

Such ideas are not overly optimistic, either in regard to soybean oil meal use or the formula feed industry, in our opinion. Anyone who has witnessed the tremendous—and parallel—growth of the two during the past 10 years, and who has followed the constantly increasing values being discovered both for soybean oil meal and formula feeds, can hardly reach any other conclusion than that a great potential is yet to be realized. The courage and confidence of which Mr. Hendrix speaks can be well justified on the part of both industries.

MARKET NEWS SUMMARY

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For Market News Details Turn to Pages 54-56

S.W. Feed Demand Tempered by Outlook of Early Peace

Any further improvement in demand for formula feed in the Southwest was held up by the brighter outlook for early settlement of the Korean war. The fact that the conflict might not last as long as was originally expected has had a dampening effect on commodities in general in recent days, and in the feed business numerous accounts have temporarily abandoned the idea of building up inventories beyond immediate needs.

In addition, recent favorable weather for good coarse grain development and the apparent over abundance of low grade Canadian wheat indicate there will be an adequate supply of feed grains this winter.

Holding their own were sales of poultry and egg feeds, as well as hog feeds. Egg feeding ratios continued favorable. Improvement of broiler feed demand was stymied by the seasonal shortage of broiler hatching eggs. The trade reports that even though egg production in August was at a record high and September also will be a heavy month for hatcheries, the demand is strong for starters in the broiler industry and beyond current supplies.

The index of wholesale feedstuffs prices for the country as a whole, compiled by the Production and Marketing Administration stood at 216.6 as of Sept. 27, down 2 points for the week. The feed grain index was 209.2 up slightly from the previous week.

Turkey feeders have entered the finishing stages of holiday turkey production, and although flocks naturally aren't being enlarged at this time of the year, the heavier birds are consuming larger quantities of feed.

Only pick-up in feed output in the recent week can be attributed to cattle feed. This feed is beginning to move in larger quantities and manufacturers who cater to feeder and range customers are having to step up production to fill shipping instructions.

Most mixers operated four to five days, however, cattle feed processors have in some instances ordered Saturday and Sunday operations. Slightly lower ingredient costs have allowed average reductions of $1 ton in formula feed prices, manufacturers report.

Northwestern Feed Demand Shows Uneven Trend

Formula feed business in the Northwest is only fair, although some concerns noted a slightly improved demand for some types of feed.

Concerns serving dairy areas north of Minneapolis report that demand has picked up from last week. Other manufacturers, however, noted reduced buying of dairy rations because of continued good pasture conditions.

Some mills have experienced a slump in turkey feed demand as feeders switch to heavier feeding of local grains just before the heavy marketing period. Some birds already have started the route to holiday tables, thus reducing feed sales further.

Other types of poultry feed are moving in fair amounts, and hog feed business is slow to steady. Cattle feed sales are fairly good.

Unsettled conditions in several of the principal ingredient markets appear to be contributing to some indifference toward ordering among deal-

(Continued on page 58)

Important news for Local Feed Manufacturers

The Peter Hand Foundation offers you a new advanced program for ***better feeds at lower prices***

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Our personnel and all our facilities are available to you.

We invite you to write today for full information on how you can keep abreast with the most modern trends in poultry and livestock feeding and, in addition, provide your customers with better feeds at lower prices.

Sincerely yours,

Harry Heuer

HARRY HEUER, PRESIDENT

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NUTRIENTS • MINERAL BLENDS • COMPOUNDS

India May Receive 300,000 Tons Grain Sorghums in New CCC Deal

WASHINGTON—As soon as some government red tape is cut there may be an official announcement that the Commodity Credit Corp. will undertake to supply the Indian government with approximately 300,000 tons grain sorghums.

This information was disclosed by a government official after it had been announced that the Indian minister of food and agriculture had left for the Western Hemisphere to discuss food supplies for his country with U.S. and Canadian governments.

Although this official could not disclose the price terms of the impending sale of sorghums to India, he expressed the opinion that it would represent a price concession on the part of the U.S. Previously CCC sold 200,000 tons of sorghums to the Indian government at a considerable discount under the domestic price.

This sale of additional sorghums to India is not involved in the forthcoming visit of the Indian Food Minister, the official stated.

Supplies of sorghums to meet the forthcoming Indian deal are seen as available from CCC stocks in Texas, partly in flat or temporary storage facilities which the government is trying to clean out to make available for renewed defense activities.

Legal Obstacles Seen

Formal announcement of the conclusion of the transaction is said to rest in the solution of legal obstacles involving Economic Cooperation Administration funds. It is expected that ECA funds will be used in part to compensate CCC for its delivery of sorghums to India. The use of ECA money in this deal is to be justified by the China aid section of the ECA act which set apart certain of the ECA money for China and adjacent areas. It is deduced that the plan is to construe India as an adjacent area.

The visit of the Indian food minister is seen largely as an effort to obtain wheat from either the U.S. or Canada on a price concession basis outside the terms and quotas of the International Wheat Agreement.

Officials here doubt that at this time there is any feeling in government circles that a wheat price concession would be made solely to compensate the Indian government for its part in negotiating a settlement of the Korean war. One official said that so far the State Department had not taken the initiative and that CCC would find it difficult to absorb a loss on wheat for India outside the wheat agreement terms and quota unless some other branch of the government would compensate it for any out-of-pocket loss.

Need for Assistance Cited

However, in other government quarters there is seen the need to meet Indian food grain requirements which have been increased because of reduced supplies of rice from the rice bowl area.

Japan has been conducting a brisk exchange of cotton textiles for rice with the rice bowl nations. This aggressive trading has curtailed normal deliveries of rice to both India and Ceylon and in addition the over-all availability of rice from the rice bowl is sharply lower than prewar.

This condition indicates that India will have to meet this reduction in its rice requirements from other grain supply sources, and for this reason it is admitted that the impending visit of the Indian food minister may result in some assistance to the Indian government.

Delivery of 300,000 tons of sorghums to India would fill a large gap in its requirements for this grain for human consumption. The Indian continent is split into three major grain consuming groups—the largest the wheat eating; second the rice consumers and last the sorghum group.

The impact of this deal, if concluded, is not seen as important to the total feed supply of the U.S. since the new sorghum crop is forecast as very large and on the basis of domestic sales price policy of the U.S. Department of Agriculture it has not been able to move out into the feed deficit areas in competition with corn.

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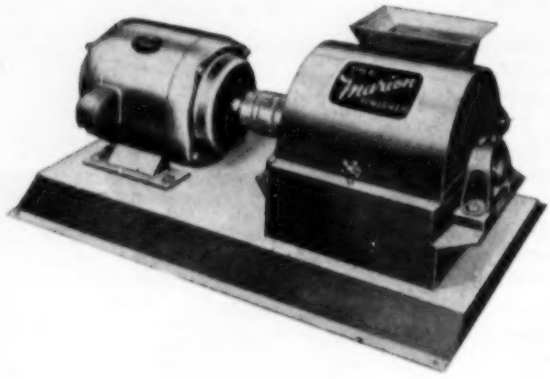

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DOUGHBOY TO REBUILD BURNED-OUT TOY PLANT

NEW RICHMOND, WIS.—Doughboy Industries, Inc., will rebuild the toy manufacturing plant which was destroyed in a $500,000 fire recently.

Other plants of the firm, in which flour and feed are produced and machinery manufactured, were unharmed in the blaze which destroyed large stocks of toys awaiting Christmas shipment. The Doughboy toy division was one of the country's largest producers of inflated plastic toys.

NEW WALDO ALFALFA PLANT IN OPERATION

EL RENO, OKLA.—The Waldo Alfalfa Milling Co. recently put into operation its new dehydrating and suncured alfalfa meal plant at Verden, Okla.

The Waldo firm now has plants at El Reno, Cherokee and Verden, with associated plants at Tonkawa and Lamont.

SHORT COURSE SET FOR DELAWARE PRODUCERS

NEWARK, DEL.—A special short course for Delaware hatcherymen and flock owners will be held at the Milford Grange Hall Oct. 18 according to W. C. Skoglund, director of the agricultural short courses at the University of Delaware.

The purpose of the course is to provide the latest information of interest to both hatcherymen and flock owners. Among the discussion topics will be problems confronting the breeder of meat type strains, how to get a uniform supply of hatching eggs, feeding drugs to replacement stock, and the use of old litter in laying flocks.

Registration, according to Mr. Skoglund, will be 9:15-9:30 a.m. There are no expenses other than lunch. The short course is being sponsored by the University of Delaware School of Agriculture in cooperation with the State Board of Agriculture and the Delaware Poultry Improvement Assn.

Lee Perrine

JOINS FEEDS, INC.—Lee Perrine has become associated with Feeds, Inc., Chicago feed jobber, distributor and broker, according to an announcement by John F. Bullard, president of the company. Before joining Feeds, Inc., Mr. Perrine was with the A. E. Staley Mfg. Co., Decatur, Ill., for three years, serving first as a sales representative and during the past year as central states manager for the company's feed division. Prior to that, he had several years of experience in the formula feed business.

SALESMAN RESIGNS

KANSAS CITY—Tom Tupper, Jr., has severed his connection with the Fulton Bag & Cotton Mills sales office in Kansas City, for whom he has been multiwall sales representative. He will announce his future plans later.

RALPH FIELD VISITS CHICAGO

CHICAGO — Ralph Field, former president of the American Feed Manufacturers Assn., spent a few days in Chicago recently, and visited the local office of Feedstuffs. Mr. and Mrs. Field were en route to Arizona, after having spent the summer months at their home in Michigan.

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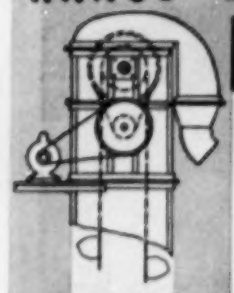

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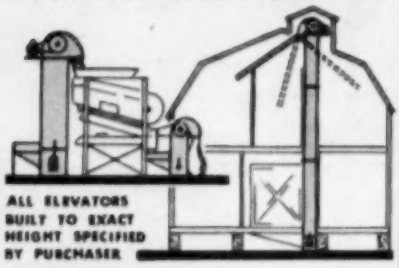

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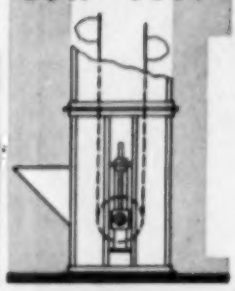

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USDA COMPILES LISTING OF GRAIN STORAGE HOLDINGS

Charles F. Brannan, Secretary of Agriculture, Reports Commodity Credit Corp. Owns, Controls or Leases 706,313,727 Bu. Storage Capacity

WASHINGTON—Charles F. Brannan, secretary of agriculture, this week engaged in some triumphant hand-rubbing over the extent and condition of the Commodity Credit Corp. grain storage developments since June, 1949, when Congress amended that corporation's charter to permit it to own grain storage facilities.

According to the Secretary, after recent purchases of 93 million bushels of bin-type storage space CCC owns, controls or has under leasing arrangement, including flat storage in old defense plants and moth-balled merchant ships, 706,313,727 bu. of capacity. Except for temporary congestion "always right after heavy harvests" Mr. Brannan sees a "greatly improved storage position."

The recent procurement of temporary bin-type storage was mainly corn storage facilities and will be located in the major north central corn producing states.

In making public this report on CCC storage facilities, Mr. Brannan discloses that of the total amount of new storage created or erected since July, 1949, farmers have added 54,871,688 bu. of farm capacity. The state breakdown of this new farm storage fails to disclose whether it represents corn or wheat storage types. If it happens to be wheat storage on farms it is likely that the farmers who were attracted into this program by USDA inducements will find that they are losing money as well as paying the goveernment 4% per annum interest charges on the basis of the recent survey of farm storage costs for wheat as compared with country elevators made by the Oklahoma A. & M. College Experiment Station, originally reported by The Northwestern Miller.

Another aspect of grain storage which was not noted by Mr. Brannan was the fact that he wrote in disapproval of a proposed change in the depreciation period for tax purposes of expanded country elevator facilities by private warehousemen at the time he was calling on private industry to expand its plant.

This condition appears to have been corrected this past week when, in amending the tax law, Congress approved a five-year write-off for new plants.

According to storage officials at USDA, the government has halted all inbound movement of grain into old defense plant facilities, such as aircraft hangars and the like, and is moving grain out of them as rapidly as export or other requirements are presented. This action is a coordination of USDA operations with the military. USDA officials report that there was not more than 15 million bushels of all types of grain stored in these flat-type storage units at any time. As alcohol requirements of the synthetic rubber program accelerate it is probable that USDA will be able to clean out all this space for potential use by the military.

The breakdown of facilities added under the CCC storage program, to-

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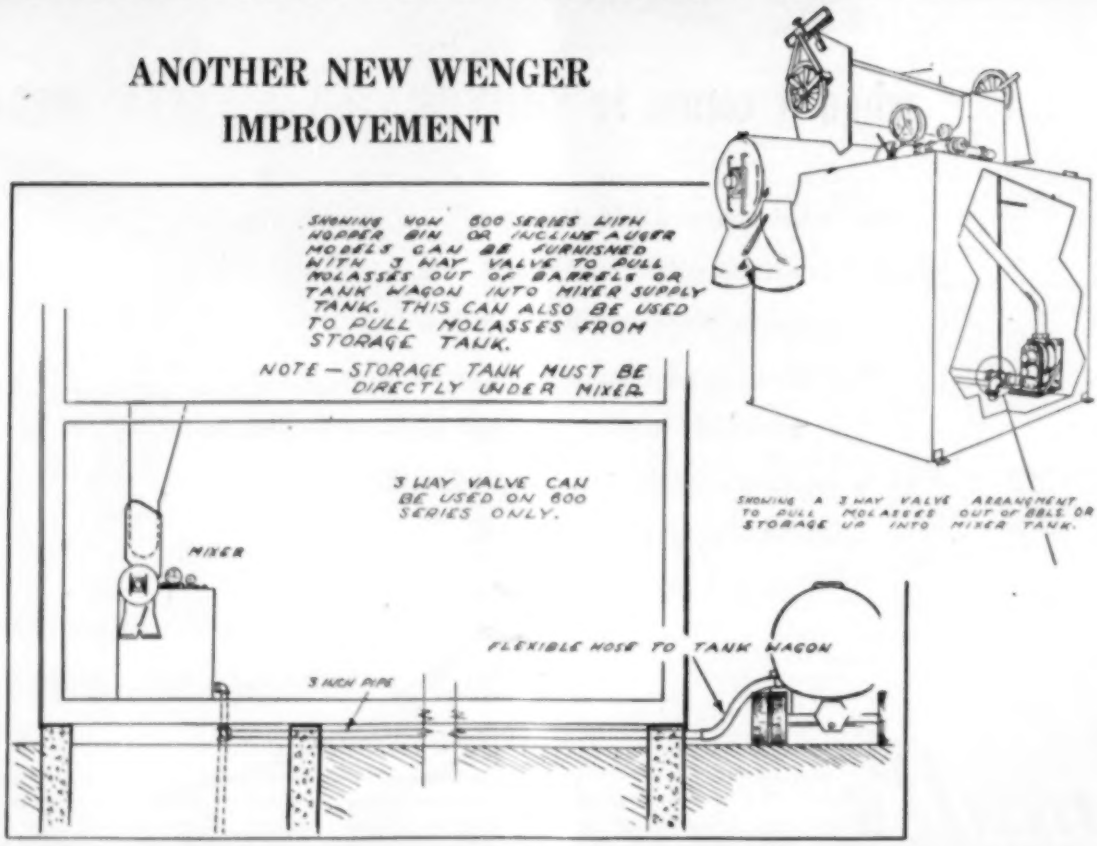

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taling 706,313,727 bu. of capacity, is as follows, according to the USDA report:

"CCC-owned temporary bin-type structures, including 93,555,556 bu. capacity recently purchased, will provide storage for 547,498,991 bu. These bins are bought by CCC only to the extent that comprehensive surveys show that farm or commercial storage facilities are not adequate to meet storage needs. The bins are placed in areas of greatest need for facilities to house grain to which the corporation takes title, so that it can take delivery promptly from farmers and thus enable them to clear their own storage space for new crops. The 93 million bushels of capacity recently purchased, for instance, have been allocated as follows to meet expected fall storage needs, principally for corn: Iowa, 33,520,436 bu; Nebraska, 34,859,020 bu.; Minnesota, 16,950,600 bu. and South Dakota, 8,225,500 bu.

"Farmers have added 54,871,668 bu. of capacity under the provisions of farm storage facility loans. These loans, which are extended by CCC to encourage increased storage of grain on farms, are made to grain growers to finance purchase or construction of needed facilities. They are made for a period of five years, at 4% interest.

"Under use guarantee agreements, cooperative and other commercial warehousemen have increased their facilities by 83,189,118 bu. In areas where it is determined that existing facilities are inadequate, CCC encourages construction by guaranteeing use of 75% of the new storage capacity for three years in completely new structures, and for two years in additions to existing storage structures. The Bank for Cooperatives of the Farm Credit Administration is authorized (Section 417 of the Agricultural Act of 1949) to finance up to 80% of the cost of new storage facilities built by cooperatives, if they have a use guarantee from CCC for the new space.

"Special space leased by CCC, or available to it through 'right of entry,' includes 9,425,950 bu. of capacity in airplane hangars and similar facilities, and 11,328,000 bu. of space in ships of the Maritime Administration at Jones Point, New York. These ships were taken over for grain storage as an emergency measure at the beginning of the 1949 harvest."

D. C. KRESSLER DEAD

TOLEDO—Daniel C. Kressler, 69, with the Chase Bag Co. here from 1924 until his retirement in 1945, died Sept. 25 at his home following a long illness. He was general manager of the Chase plant at Toledo at the time of his retirement. Surviving are his widow, two daughters and a son.

Grain and Feed Dealers

(Continued from page 1)

fall meeting with that of the national group.

Many of the conventioneers arrived a day or two early to play golf over the week-end or to be entertained by their Kansas City friends. Exceptionally pleasant weather contributed to the many delightful sightseeing tours and other entertainments for the ladies. Executive officers and special committee members devoted most of Sunday, Sept. 24, to preliminary meetings prior to the opening of the convention proper.

Mr. Robinson urged the members to accept the responsibility of policing their own industries. "That does not mean the setting up of some wartime written code to be administered by paid or volunteer officers," he said, "but it does mean two plain policies: First, the refusal to be part of any violation or evasion of government regulations, and second, to be willing to report violations and evasions by others."

Membership in the G&FDNA is at an all-time high record, Mr. Robinson pointed out, with the total more than 70 in excess of a year ago. He stated that the association is well equipped for the intensive work that would be needed by the trades during another war and national emergency.

Headquarters System Okayed

Mr. Robinson said that he had recommended that the present system of a headquarters office in St. Louis and a branch office in Washington, D.C., be continued and that the board of directors and executive committee have authority, as before, to make adjustments in the personnel and in the balance of work between the two offices when those adjustments may be necessary in accordance with the development of wartime work.

Mr. Robinson sounded a more cheerful note by expressing the opinion that he could see a steady withering of the idea of national socialism. "Socialism has spent its force and is dying for the simple reason that it doesn't get the world's work done," he said. "It is dying because its demonstation cannot equal its promises. Neither in Russia nor in other lands has socialism paid off except in the twisted bookkeeping of its political bosses.

End Near on High Supports

"And I am encouraged to think that we are nearing the end of ridiculously high support prices for farm products," Mr. Robinson said. "The turn probably came in the potato fiasco, even though that was a minor item in the whole political scheme. Even some of the farm leaders themselves are now convinced that an artificial agricultural Utopia cannot be maintained for much longer."

Mr. Robinson stated that after years of petitioning Congress to correct obvious injustices in the tax structure, it is promised that the next tax bill to be started soon will definitely include the subject of equal federal taxation of cooperative corporations as compared with the other firms with which they compete.

Walter B. Garver, manager, Agriculture Department, U.S. Chamber of Commerce, Washington, outlined

COVERAGE OF GRAIN AND FEED CONVENTION

KANSAS CITY — The following staff members of Feedstuffs reported the 54th annual meeting of the Grain & Feed Dealers National Assn.: Harvey E. Yantis, Minneapolis; Martin E. Newell, Kansas City; Don E. Rogers, Chicago, and James W. Miller, Kansas City.

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the many economic forces which pull against each other in establishing prices of agricultural commodities through the law of supply and demand. He pointed out that the demand for agricultural products could be described as in-elastic; that is, it does not vary materially whether prices are high or low.

The principal reason seems to be, he said, that the capacity of the human stomach is limited and that therefore there is not a great expansion possible in consumption even though incomes are increased or prices reduced.

Inflationary Pressure Scored

"As we turn once again to the expensive but necessary job of arming against the enemy, inflation has again reared its ugly head," Mr. Garver stated. "It seems to me that we as Americans not only tolerate but encourage a lot of unnecessary foolishness in the handling of our national fiscal affairs. The way in which we deceive ourselves is almost tragic. We seem to believe collectively that we can stoke the fires, raise a tremendous head of steam in the economic boiler and then contain it by sitting on the boiler. The unwarranted faith we have in price controls is a most treacherous weakness."

Imposition of price controls is a sure way not to get production, and production is the only sure way of preventing inflation, Allan B. Kline, president, American Farm Bureau Federation, told those attending a luncheon meeting sponsored by the national country elevator committee. Inflation comes from having more money in circulation than there are commodities and services to buy with it, he said. Price controls simply lessen the incentive to produce the things people want and have the money to buy.

"Already there has been some talk of imposing price ceilings on meat," Mr. Kline said. "Hamstringing packers with price controls at this time would be a sure way of not getting more meat and at the same time it would set off a rush of black marketing that would upset the entire marketing structure. The way to get more meat and therefore keep prices in line is to induce farmers through price incentive to breed more animals.

"We should not put into effect any unnecessary controls and regulations, particularly price controls, if we are to continue getting the high rate of production that is necessary to meet the war and armament requirements," he said. "Let's not swap off the system of free choice enterprise which has been responsible for the phenomenal success of America."

Higher Taxes Advocated

Mr. Kline advocated increased individual taxes as a means of paying for the war as we go and at the same time placing a governor on inflation by diverting money from inflationary demands.

While the outlook for the feed industry is clouded by war, there is no visible reason to expect any industry crisis, Thomas W. Staley of the Staley Milling Co., Kansas City, chairman of the American Feed Manufacturers Assn., told the convention. The industry is alerted and ready to cooperate with government agencies in every way as need arises, he said.

Mr. Staley devoted a considerable portion of his talk to the subject of the growing menace of loose credit in the feed business.

Credit Dangers Cited

The speaker cited many examples of excessive credit and noted the trend to constantly looser credit arrangements.

"I don't know when the day of reckoning will come," Mr. Staley said, "but it will and that day will be a woeful one for those overextended. Many of us will have all the shock we can absorb without suffering the enormous credit losses that are sure to come when liberal credit has been extended on unsound terms."

The AFMA chairman recommended more credit consultation between mills and the development of better credit information in the files of each feed manufacturer. He also urged mills to counsel their dealers on retail credit and encourage a conservative policy.

The feed industry should help "sell" the banker on production loans as well as the more usual collateral loans. The banker's business is lending money and he, not the feed man, should finance livestock and poultry production, Mr. Staley added.

Businessmen are facing a rough road ahead, Colin S. Gordon, vice president of the Quaker Oats Co., Chicago, pointed out. There is every prospect of greater restrictions ahead.

It is important that we classify those restrictions into one of two categories," Mr. Gordon said. "First of all, there are the restrictions, whether voluntary or government-imposed, which are essential in a national emergency. Secondly, I think we all recognize that there is a definite trend toward more and more government controls as a continuing policy. We must differentiate between the temporary controls which are necessary to save the nation and the permanent controls which could be the ruination of it."

Emergency controls are necessary for wartime, but the nation should not tolerate them beyond the period of world crisis and into the period of peace, Mr. Gordon emphasized.

"What does it profit us to defeat the Soviet philosophy through battle or diplomacy only to find that we end up with it at home?" the speaker asked. "Collectivism is not something far away across the sea; it is very much with us in this country."

Mr. Gordon urged the industries allied with grain, flour and feed to work together and start planning now for the period of greater govern-

(Continued on page 58)

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GRAIN AND FEED GROUP REELECTS ALL OFFICERS

All officers of the Grain & Feed Dealers National Assn. were reelected at the 54th convention of the group in Kansas City. Charles G. Robinson, Scruggs - Robinson Co., Memphis, Tenn., was returned to the presidency, with Ron C. Booth, Piper Grain & Milling Co., Cedar Rapids, Iowa, reelected first vice president; R. F. Cunningham, R. F. Cunningham & Co., New York, second vice president, and E. B. Evans, Evans Grain Co., Decatur, Ill., third vice president.

J. C. Bowden, St. Louis, is treasurer, with Don F. Clark, St. Louis, secretary.

Colin S. Gordon, Quaker Oats Co., Chicago, replaces H. E. Sanford, Continental Grain Co., Portland, Ore., on the executive committee.

PMA Report Urges Better Poultry, Egg Marketing Facilities

WASHINGTON—Better and more modern facilities for marketing poultry and eggs are needed in most cities, and they would reduce the costs of marketing such products, a recent U.S. Department of Agriculture's Production and Marketing Administration report states. The findings are based on a study of wholesale poultry and egg marketing in 30 cities.

The report describes the facilities for marketing poultry and eggs in the principal poultry marketing centers of the nation. It shows that many poultry and egg dealers occupy a variety of buildings, most of which were built for other uses. Many wholesale stores which need processing rooms are without them, and the egg breaking and candling rooms in many processing plants are inadequate and improperly built for the purpose. The report points out that these defects contribute to higher costs for marketing poultry and eggs by causing unnecessary breakage, deterioration, cartage, porterage and lost time.

Many poultry and egg wholesalers lack even the simpler and less costly handling equipment, according to the report.

This study is a part of a broader field of work in which the department is trying to improve wholesale market facilities for the handling of all kinds of perishable commodities.

The report entitled, "Wholesale Poultry and Egg Markets in 30 Cities" may be obtained upon request from the Information Branch, Production and Marketing Administration, U.S. Department of Agriculture, Washington 25, D.C.

E. C. McGEE RESIGNS AS FEED GROUP DIRECTOR

DES MOINES—E. C. McGee, manager of the Swift & Co. soybean mill here, has resigned as a director and treasurer of the Western Grain & Feed Assn. He is being transferred to a new position with Swift in Memphis.

E. L. Dutcher, Farmers Supply Co., Ankeny, was elected by the directors to fill Mr. McGee's positions.

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SPROUT-WALDRON APPOINTMENTS—Harold J. Alsted, general sales manager of Sprout, Waldron & Co., Inc., Muncy, Pa., announced two new appointments in the Northern Illinois and southern Wisconsin territory. Raymond D. Whitcomb will serve the process industries in the area and David P. Swan will contact the flour and feed milling industries. Mr. Whitcomb will reside at 10231 S. Prospect Ave., Chicago 43, Ill. Mr. Swan's address is 6410 S. Woodlawn Ave., Chicago 37, Ill. Mr. Alsted points out that this division by type of industry in the company's sales and service organization will make it possible to give greater attention to the customers' individual equipment requirements.

Transportation Tax Loophole Plugged in New Excise Bill

WASHINGTON—The new stop-gap tax bill which President Truman signed into law Sept. 23 provides that where transportation both begins and ends in the U.S., the excise taxes on transportation of persons and property must be paid, even though the payments for such transportation is made outside the U.S.

Last June the Treasury Department ruled that the 3% transportation excise tax was not payable if a bona fide employee of an actual shipper made payment for the transportation of property in Canada, even though the entire transportation was between points in the U.S.

A large number of U.S. companies avoided the 3% tax by opening offices or making payment to railroad offices in Canada.

Early in July the Commissioner of Internal Revenue ruled that the tax was payable and held the carriers responsible for collection of the tax. The defect in the law from the government's standpoint arose from the fact that the charge evidently applied only to the payment of freight bills and not to the freight service rendered the shipper.

In writing the stop-gap tax law which becomes effective Oct. 1, Congress plugged this loophole, putting into law the ruling of the Commissioner of Internal Revenue.

PAUL HOFFMAN RESIGNS AS ECA ADMINISTRATOR

WASHINGTON—Paul G. Hoffman has announced that he will step aside as administrator of the Economic Cooperation Administration, a post he has held since the formation of the agency. President Truman has decided to appoint his deputy, William C. Foster, to succeed him. Mr. Hoffman will make a month's tour of Europe before leaving.

Mr. Foster has been deputy of the ECA for more than a year. Prior to that time he was assistant secretary of commerce.

The Hoffman departure is not likely to indicate any other major changes in the operating staff of the reconstruction agency.

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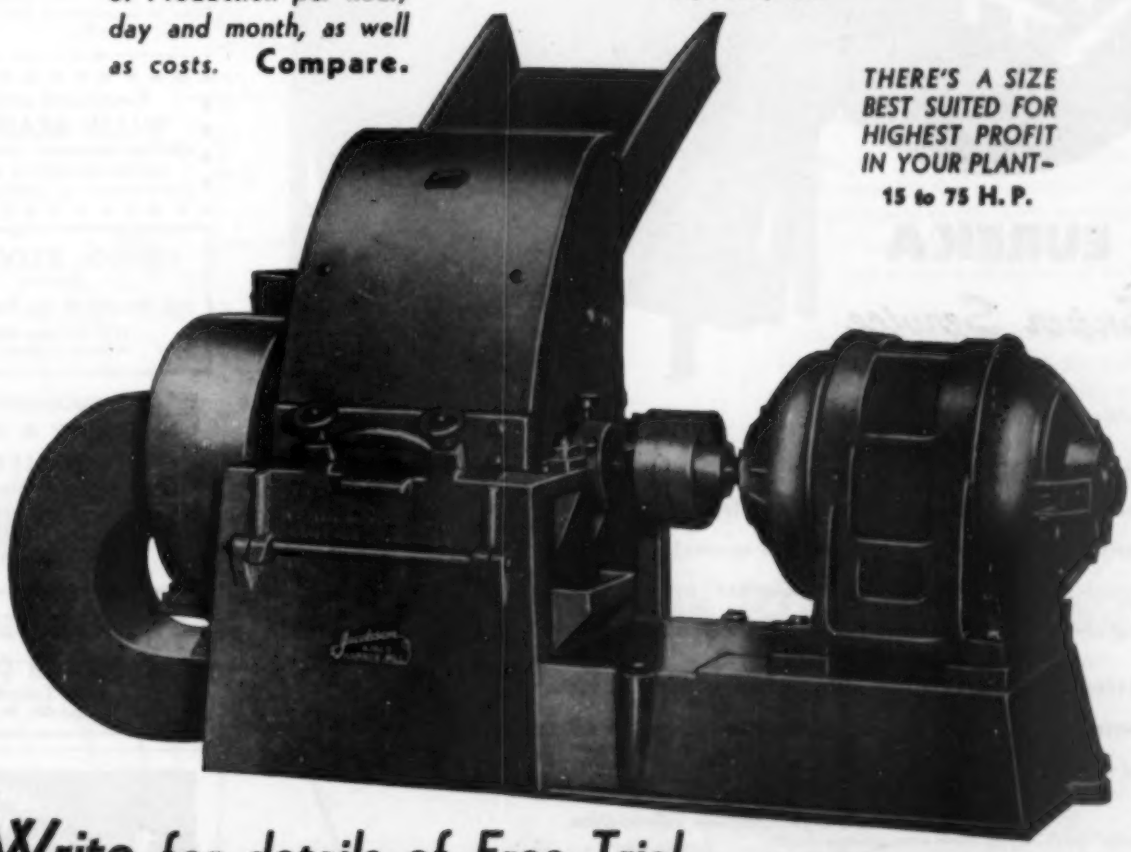

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Cottonseed Supply Areas Analyzed

● USDA Report Shows sharp Increases and Decreases in Production in Various Regions

WASHINGTON—Sharp changes in the production of cottonseed in the various producing areas are analyzed in a report by the U.S. Department of Agriculture. Information in the report, based on a Research and Marketing Act project, covers the downward trend of cottonseed production during the two decades ending in 1947 and the sharp upturn in 1948 through 1949.

Production data in the report show increases or decreases of more than 50% in some areas.

Such information should be of value to operators of cottonseed crushing mills as a guide in expanding or reducing the capacity of existing mills and in indicating the need for additional mills.

For the entire country, average seed output in the years 1943-47 was nearly a third less than in 1928-32. Accordingly, about one third less crushing capacity was needed in the later period. The irrigated western cotton lands, however, show a 54% increase in seed production in 1943-47 as compared with 1928-32.

Production in the Mississippi Delta lands was about the same in the two periods. In the remainder of the Cotton Belt seed production declined, the decline ranging from 30% in the area including hilly parts of Mississippi, Alabama, Georgia and the Carolinas, to 57% in the area including eastern sections of Texas and Oklahoma and western sections of Louisiana and Arkansas. During the period of low cottonseed production, crushing mills generally had to operate at a much lower level of output with about the same overhead expense.

The new publication is entitled "Cottonseed Supply Areas." A copy is available upon request from the Information Branch, Production and Marketing Administration, U.S. Department of Agriculture, Washington 25, D.C.

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OTHER SPECIALTY ITEMS

NEBRASKA FEED DEALERS PLAN 1951 CONVENTION

LINCOLN, NEB.—The 23rd annual convention of the Nebraska Grain & Feed Dealers Assn. will be held at the Hotel Paxton, Omaha, April 16-17, 1951, according to a recent announcement by Kermit Wagner, president of the association.

Gib Wood, Calcium Carbonate Co., Omaha, is chairman of the convention committee. Other members are: Arthur Darrow, F. R. Miller Feed Mills, Jim Welsh, Butler-Welsh Grain Co., and Tom Mangelsdorf, Bemis Bro. Bag Co., all of Omaha.

FROEDTERT REPORTS NET

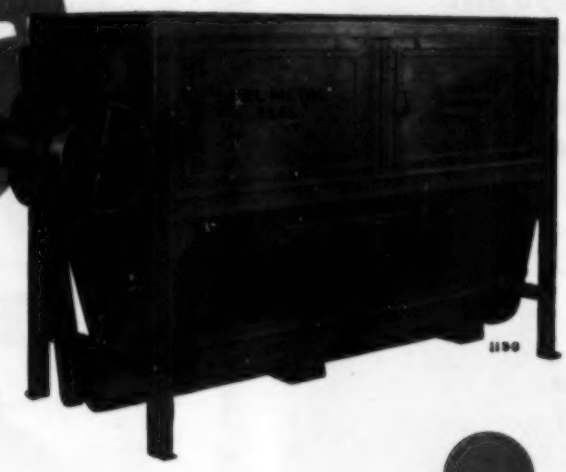
MILWAUKEE — Froedtert Grain & Malting Co., Inc., had net income after all charges of $1,749,322 for the fiscal year ended July 31, 1950, according to the annual report to stockholders. This was equivalent to approximately 26 times preferred stock dividend requirements and to $1.78 a share of common stock outstanding. In a letter to shareholders accompanying the report, Kurtis R. Froedtert, president and chairman of the board, pointed out these earnings were the second highest in the company's history, exceeded only by the previous fiscal year's net income of $3,299,204, which was equivalent to $3.43 a common share outstanding at the year-end. Dollar sales volume of the company in the fiscal year was $29,820,416, a decrease of $3,294,272 from the previous year.

FEED STORE OPENED

PROTECTION, KANSAS — Midwest Mills of Abilene, Kansas, has opened a new wholesale-retail store here in the old Gano building now owned by W. W. Martin, who is the wholesale dealer for the firm which handles grain and feeds. Howard Butz is manager of the retail business in Protection.

Rugged-

OUTLASTS EXTREME HARD USAGE...



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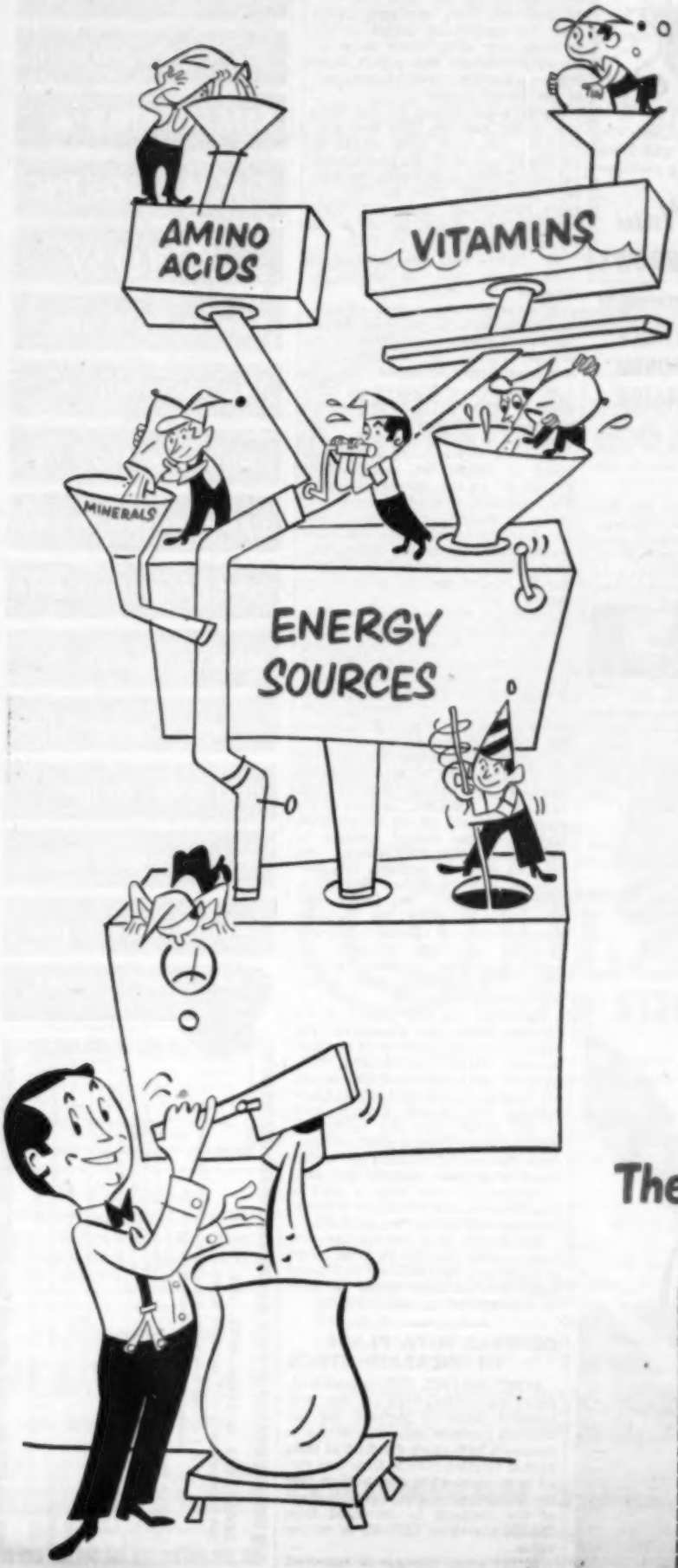
VITAMIN D
Fleischmann's
IRRADIATED DRY YEAST

Simpler mixing can lower your costs



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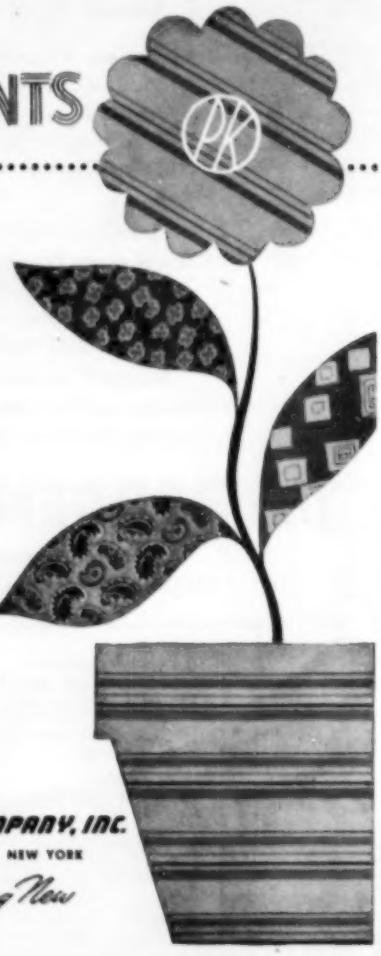

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KANSAS CITY • BUFFALO • NEW YORK
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Quaker Oats Co. Reports 22.4% Increase In Net

CHICAGO—Net earnings of Quaker Oats Co. for the fiscal year ended June 30, 1950, increased 22.4% over the comparable period of the previous year while dollar sales declined 6% in the like period, John Stuart, chairman, told stockholders in the annual report.

Quaker's net income for the fiscal year ended June 30, 1950, was $10,007,518, compared with $8,173,643 for the 12 months of the previous fiscal year. Dollar sales during the business year ended June 30, 1950, totaled $193,998,153, down $13,039,330 from the total of $207,037,483 in the like period ended June 30, 1949.

Mr. Stuart said the decrease in sales for the year was "chiefly because of lower selling prices."

"Our total volume was approximately the same as last year. Losses on feed tonnage were offset by increased volume on chemicals and Ken-L products," he added.

Mr. Stuart said Quaker's net additions to property, plant and equipment after depreciation reserve amounted to $2,276,653 for the year.

Quaker's assets on June 30, 1950, stood at $88,600,794, compared to $91,560,407 on the like date of 1949. This decrease occurred because the company, in keeping with the growing practice among American companies, wrote down its trademarks, trade rights and good-will to $1 from the $10,145,506 carried on its books June 30, 1949.

Continued high costs of replacement and construction require an increasing use of funds for maintaining plants and for meeting the needs of the normal growth of the business, the Quaker board chairman reported.

Quaker Oats Co. directors proposed a four-for-one split of outstanding shares of common stock with a change to $5 par value from a present no par value. This proposal would increase outstanding shares from 717,116 to 2,868,464. Quaker Oats stockholders will act on the proposal Nov. 3 at the annual meeting in Flemington, N.J. If approved, the effective date will probably be sometime in early December, said D. B. Lourie, president. Mr. Lourie said that after the split the company would continue to follow its policy of declaring quarterly dividends "in such amounts as it deems proper, rather than to put the stock on any regular dividend basis."

Plans for two new plants of the company were also announced. The plants are to be constructed at Chattanooga, Tenn., and Omaha, Neb. Each will cost millions of dollars, said Mr. Lourie. A corn meal mill at Chattanooga will provide a large area of the South with the traditional grits while the Omaha plant will produce furfural. Furfural, an amber liquid made from corncobs and oats, cottonseed, or rice hulls, is used in plastics, synthetic rubber, oil refining, batteries and many other products.

Mr. Lourie said ground has just been broken for the furfural plant and the corn meal mill will be started soon. The company hopes to have both completed by next summer.

CENTRAL SOYA PLANS TO INCREASE STOCK

FORT WAYNE, IND.—Stockholders of the Central Soya Co., Inc., will consider plans to increase the authorized common capital stock and to declare a 50% stock dividend at their annual meeting Nov. 8. Directors voted to recommend to stockholders that the authorized common capital stock of the company be increased from 750,000 shares to 1,250,000 of no par value.

If the stock increase is approved,

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R. C. Ilstrup

PILLSBURY APPOINTMENT—R. C. Ilstrup has been appointed manager of soy products sales for the feed and soy division of Pillsbury Mills, Inc. In announcing the appointment, C. H. Hendrix, corporate vice president of Pillsbury Mills, stated that Mr. Ilstrup's new duties will include the sale of all soybean oil meal, oil and lecithin. Mr. Ilstrup, a member of the President's Club, joined Pillsbury 25 years ago in the Minneapolis traffic department. He was then transferred to general sales in Minneapolis and was associated with bakery sales both in Chicago and Minneapolis up to the time of his appointment to the position of assistant in charge of soy operations when the Pillsbury soy division was first formed in Clinton, Iowa.

the directors then will declare a 50% stock dividend, giving each stockholder an additional one share of common stock for each two shares then held, said D. W. McMillen, Sr., chairman of the board. The action would increase outstanding common capital stock from 660,000 to 990,000 shares.

COTTON BAGS SALVAGED FOR FOREIGN STUDENTS

MEMPHIS—Cotton feed and flour bags are being salvaged by Girl Scout organizations throughout the U.S. for export under their "Schoolmates Overseas" program, the National Cotton Council reports.

The project calls for making school bags from empty feed and flour sacks, then filling them with school supplies for young people of other lands. Many of the bags also will carry gifts of wearing apparel constructed from salvaged cotton sacks.

In cooperation with the Girl Scout program, the National Cotton Council produced an illustrated folder outlining plans for collecting empty bags and shipping completed school bags overseas.

Twelve thousand copies of "Cotton Bags for Schoolmates Overseas" have been distributed from National Girl Scout headquarters in New York, the council states.

MEREDITH W. BERRIDGE HEADS GRAIN EXCHANGE

VANCOUVER—Meredith W. Berridge of Canada Grain Export Co. was elected president of the Vancouver Grain Exchange at the first meeting of the new council recently. He succeeds Vernon Lester of Hallet & Carey, Ltd.

The new vice president is Jasper J. Conn, local manager for the Cargill Grain Co., Ltd. Robert McKee of Canada Grain Export Co. was returned as honorary treasurer as were Herbert W. Cameron as secretary-treasurer and W. A. Sankey as assistant secretary.

FARM WHEAT TO MARKET

WINNIPEG—Deliveries of wheat from farmers in Western Canada for the week ended Sept. 7 were sharply higher than for the same week a year ago, while overseas export clearances were moderately below last year's volume. Visible stocks of Canadian wheat in all positions on that date totaled 98,673,000 bu., compared with 106,668,000 a year ago. Farmers' deliveries for the week ending Sept. 7 amounted to 17,079,000 bu. as compared with 5,104,000 bu. in the corresponding week last year. Export clearances of wheat only totalled 2,332,000 bu., as against 2,645,000 bu. for the same week in 1949.

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Price Support Operations Play Important Role in Feed Situation

WASHINGTON—In the past two years, government price support operations again have taken an important place in the feed situation in the U.S., as was the case in the late 1930's, the Bureau of Agricultural Economics points out in a review of feed grain price support programs.

During the war, comparatively little feed grain went under price support. This also was the case in 1946 and 1947, as the result of continued strong demand for feed and the poor corn crop in 1947.

In 1948 and 1949, however, record quantities of feed grains were placed under government price support. In those two years feed grain production was unusually large and price supports on feed grains were generally higher than in previous years.

While demand for feed grains in those years remained at a fairly high level, livestock numbers had declined from the wartime peak and livestock prices had fallen sharply from the high level reached in the 1947-48 feeding season. About 18.1 million tons of the 1948 production and 14.5 million tons of the 1949 production of the four principal feed grains were placed under loan or purchase agreement. In each year the quantity placed under price support was about one eighth of the total production.

Price supports on feed grains have been somewhat higher in the past two years than in 1946 or 1947, and much higher than in prewar years. Compared with other postwar years, increases in price supports reflect increases in parity prices on which loan rates are based, rather than an increase in loan rates as a percentage of parity. The national average loan rate on corn has been set at 90% of parity since 1944 and will again be based on 90% of parity in 1950. Price supports for other feed grains are generally based on the corn loan rate and the feeding value of these grains as related to corn.

The average loan per bushel of corn and oats sealed has been lower than the national average price support, since most of the corn and oats placed under the loan has been farm-stored grain in surplus-producing areas, where the loan rate is below the national average.

The average loan rate on sorghum grains, on the other hand, has been above the national average price support in the past two years. Most of the grain sorghums placed under price support have been in warehouse storage at terminal or interior markets, where the loan rate is substantially above the national average. The comparatively large quantity of barley stored in warehouses also has been a factor in maintaining the average loan rate on barley near the national average level.

Most of the feed grains placed under loan and purchase agreement in 1948 were delivered to the government, or in the case for corn, resealed on farms and stored for another year. Quantities redeemed by farmers were comparatively small. Early reports on the 1949 storage operations indicate that larger per-

(Continued on page 48)

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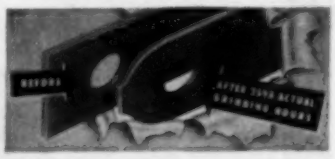

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"Frontiers in Nutrition" will appeal especially to feed manufacturers who wish to think for themselves rather than blindly follow the crowd, and who want to avoid being stampeded by ill-advised claims made regarding individual feed ingredients or factors.

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TERMINAL ISLAND, CALIFORNIA

Mineral Feeds Group Reviews Industry Progress, Looks Ahead

By DON E. ROGERS
Central States Manager
Feedstuffs

CHICAGO—Members of the National Mineral Feeds Assn., Inc., spent two busy days in meeting rooms of the Bismarck Hotel Sept. 18-19 taking stock of the progress that has been made in their industry in recent years and exploring ways and means for developing far greater improvements in years to come. The occasion was this 30-year-old group's 1950 annual convention, which drew a registration of about 150.

C. D. Bevis, Sea Board Sales Co., Philadelphia, was elected president of the association, succeeding Claude Butcher, Midwest Mineral Co., Inc., Greenwood, Ind. Newly elected vice presidents are J. L. Elliott, Oelwein (Iowa) Chemical Co., and E. A. Kelloway, Walnut Grove Products Co., Inc., Atlantic, Iowa. Peter W. Janss, Des Moines, was reelected executive secretary, and Howard J. Marshall, Walnut Grove Products Co., Inc., was renamed treasurer. Mrs. Jean Nelson was reappointed assistant secretary.

The following directors were elected to serve until Dec. 31, 1953: Claude Butcher; J. K. Baldwin, Howard-Iowa Products Co., Jefferson, Iowa; R. L. Pierson, Illinois Manufacturing Co., Quincy; P. G. Fuger, Wyandotte Chemicals Corp., St. Louis; Arthur Swarzentruber, Vigortone Products, Inc., Cedar Rapids, Iowa.

Holdover directors are C. S. Langen, Moorman Manufacturing Co., Quincy, Ill.; J. L. Elliott; H. F. Peistrup, Bemis Bro. Bag Co., St. Louis; W. O. Chase, Near's Food Co., Inc., Binghamton, N.Y.; G. C. Kenworthy, Imperial Chemical Co., Shenandoah, Iowa; George F. Morse, E. M. Peet Manufacturing Co., Council Bluffs, Iowa; Horace Hedges, Columbian Hog & Cattle Powder Co., Kansas City; Lloyd Howell, Howell-Shrader Co., Iowa City, Iowa; Edwin L. Fox, Foxbilt, Inc., Des Moines, Iowa; Al Bevernick, R. J. Prentiss & Co., Chicago.

Nutrition Developments Outlined

Dr. W. M. Beeson, professor of animal husbandry, Purdue University, La Fayette, Ind., spoke on the subject of new developments in animal nutrition. Dr. Beeson used a series of charts and film slides to illustrate nutritional research projects handled at Purdue, and he described the functions of various trace minerals.

Present day developments in APF (animal protein factor) were outlined by Dr. G. P. Whitlock, Merck & Co., Rahway, N. J. APF supplement has become recognized as a great advance in animal nutrition, and a further marginal advance over the activity of vitamin B_{12} in feeds has been demonstrated in the action of various antibiotics, Dr. Whitlock said. Like all advances in nutrition, APF and antibiotic functions have been, and are, in evolution from research stages to practical applications. Toward this latter phase the feed industry is already making valuable use of these newer and forward steps in nutritional progress, with the goal in mind of producing the best possible feed most economically, he added.

Procedures in the enforcement of the Federal Drug & Cosmetics Act as they relate to mineral feed mixtures were explained by H. E. Moskey, V.M.D., veterinary medical director, FDA, Washington.

J. C. Luhn, president, Easterling Co., Chicago, described the techniques employed by his company in the direct selling of Sterling silverware.

Extensive discussions were held concerning association policy for calcium guarantees, and there was considerable talk, both pro and con, on a recent suggestion of southern feed control officials for mineral feed standards. Bruce Poundstone, sec-

(Continued on page 44)

ATTENTION *Feed Manufacturers . . .*
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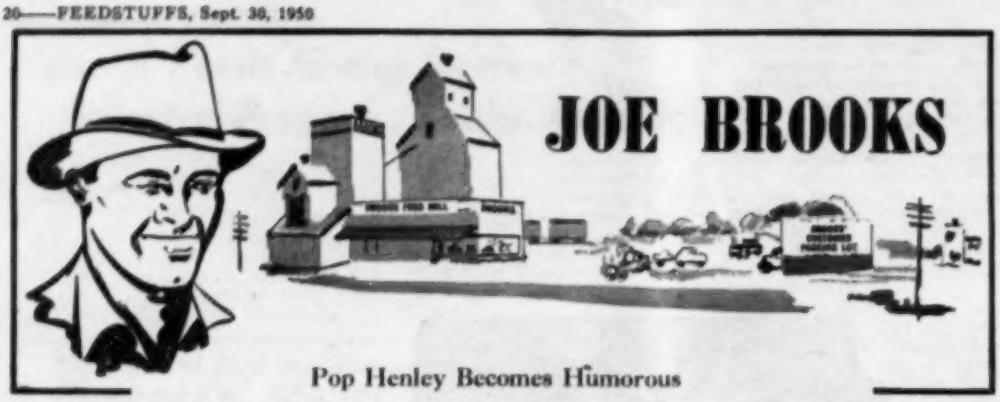
JOE BROOKS

Pop Henley Becomes Humorous

AFTER lunch one bright, sunny fall day, Pop Henley, veteran employee at the Brooks Feed Mill, started to whistle as he came out of the office. In his hands were hammer and nails and a carpenter's square.

Milt Peters, likeable and mischievous, looked up from his stock-arranging job. "What you gonna do, Pop?" he asked.

Pop just kept on whisting, looked mysterious and went into the big loading area adjacent the mixing department, the spot where a lot of farmers usually congregated on rush days.

Leaning against the wall in this department was a large piece of beaver board about 5 ft. high and 6 ft. wide. With his carpenter's square, Pop made a few measurements, then briskly made some pencil marks on the wall.

"Hey, you with the strong back and weak mind," he shouted at the curious Milt. "Lend me a hand. Lift this board into place while I nail it."

"Say," growled Milt, "there's nothing wrong with my mind, Grandpa. At least I ain't childish."

Pop looked as if he would throw the hammer, then he smiled tightly. "All right—lift the board."

So Milt lifted the beaver board while Pop nailed it to some wooden supports. Then he stepped back and surveyed it. "Yep, it'll do all right," he said with satisfaction.

What's It For?

"Do for what?" asked Milt curiously.

Pop sighed with exasperation. "Look here, young fellow, you let me worry about that. Do you know that by hanging around asking questions you are wasting Joe Brooks' valuable business time? He's not paying you $1 an hour, plus a commission, to stand around and watch other guys work."

Milt looked a little peeved. "All right, Mr. Keep-It-to-Yourself," he snapped. "You just wait until the next Home and Appliance Show. Don't come around and ask me who those good looking widows are, and whether they own their own farms and homes and whether they are hard to approach, and all that. I'll tell you, 'Phooey! Go ask them yourself!' "

Pop Henley swallowed hard, made no reply, but his eyes flashed with rage. He took thumb tacks from his overall pockets and a long envelope from an inner shirt pocket.

At this moment, Joe Brooks came in. Seeing Pop working on the beaver board he came over and remarked, "That shows up all right, Pop, and when we get a light over it, the farmers will want to come over and take a look."

By this time Smiley Johnson, Butterball Barlow and Windy Kramer had gathered around Milt Peters, some distance away. With glowering face, Milt was telling them some-

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thing and pointing angrily toward Pop.

Pop Explains

"Oh, boys," Joe called suddenly. "Come on over, and Pop will tell you about his new idea."

The other employees moved forward. All except Milt seemed interested. He looked like a sulking boy and hung in the background.

Pop was evidently very pleased that he was the center of attention. Although crowding 70, he was proud of the fact that he could bring forth business-getting ideas in competition with the younger employees. He was forever reminding the sometimes sarcastic younger employees that he was once a star mayonnaise salesman operating in the Chicago territory and had several times won free trips to Cuba and Central America because of his sales ability. During the war, he had been called out of retirement by hard-pressed Joe Brooks, and Pop liked feed mill work so well that he had stuck at it ever since.

"As you get older and dry behind the ears," said Pop with a special glance at Milt Peters, "you realize that humor is the spice of life, as well as variety. Everyone likes to laugh now and then, even a hard working farmer. If they don't laugh, they like to chuckle. And those who don't like to laugh or chuckle, like to grin. And so on."

The employees looked a little mystified, but Pop paid no attention. "When you get a prospect in good humor he is, psychologically ready to buy more merchandise, for he is pleased with himself and the world in general. So, in a feed store, the idea is to get a farmer to laugh, chuckle or grin at least once or twice. How can we accomplish this?"

Pop looked at the employees as if daring them to give him an answer. They obliged by remaining quiet. "Well," he said. "A bulletin board on which we post humorous cartoons about farm life, especially animal life, should do the trick. The more good cartoons the better."

Joe Brooks was smiling now. It was evident that the idea pleased him.

Pop held up one cartoon. "Now take this one," he said. "It shows two cows, or what at first glance seems to be two cows. It is entitled Capitalism, Communism and Cows. It defines communism as: You own two cows; the government takes both and gives you the milk. It defines capitalism as: You own two cows; you sell one and buy a bull."

Some slow breaking grins overspread the faces of the employees. In fact, Smiley Johnson even started to chuckle.

"You see," Pop said gleefully. "That jokes tickle you fellows, and so it should tickle farmers. If we have 15 to 20 such jokes and cartoons on the display board, we ought to get five or six laughs out of farmers."

Joe was nodding his approval. I thought that we might even mention the cartoon bulletin board in a couple of our ads, just to get farmers to look for it," he said.

"Sure, why not?" offered Smiley. "Farmers are as curious as we are. They'll want to see how that board looks and what cartoons you have posted."

Thoughtful Butterball Barlow spoke up. "Joe, why couldn't we select 15 cartoons a month to put up there, each being submitted by a farmer? Those accepted we could award prizes of $1 or $2 each. It certainly should stimulate interest."

Pop looked aghast at this suggestion, as he calculated that such a venture would cost Joe between $15 and $30 a month, but when he saw Joe smile with delight, he loosened up a bit.

"One thing I will say for you fellows," Pop admitted, "is that when an idea is tossed up to you, you certainly don't fall asleep over it. You work on it. Maybe that's why I still like to work here instead of going to an old man's home to smoke my pipe in peace."

(To Be Continued)

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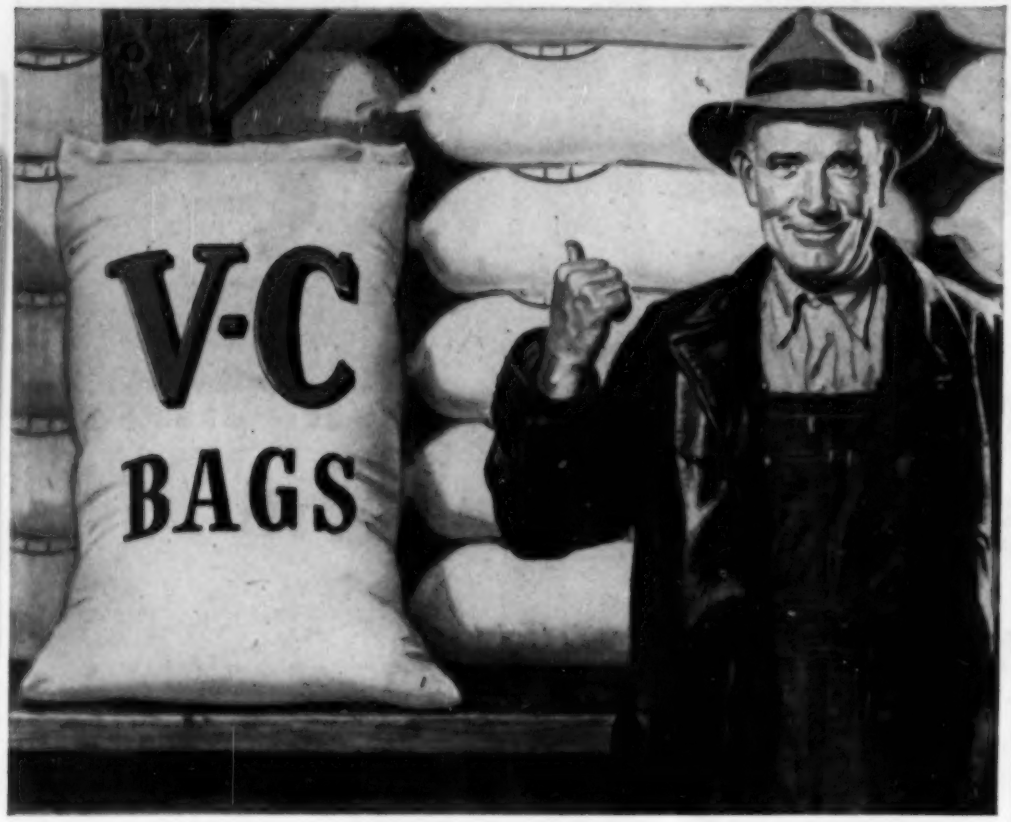

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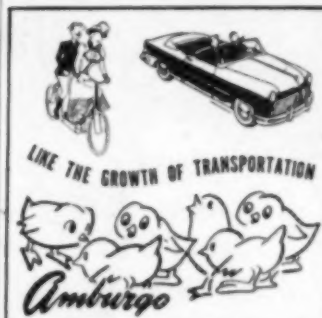

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Johnny sat patiently through the first number of the San Francisco Symphony concert. Next, the coloratura soprano was featured with orchestral accompaniment.

"Mother," Johnny exclaimed, "why is that man shaking his stick at the lady?"

"Shush. He's not shaking his stick at her," said the parent.

"Then what," queried Johnny, "is she screaming about?"

◆ ◆ ◆

A young mother came to the door of the nursery and saw her husband, a lumber dealer, standing over the baby's crib. Silently, she watched him as he stood looking down at the sleeping infant. In his face she read rapture, doubt, admiration, ecstasy, incredulity, wonder. Deeply touched, with eyes glistening, she tiptoed to his side and put her arms around his neck. "A penny for your thoughts, darling," she whispered. Startled into consciousness, he blurted: "For the life of me, I don't see how they can make a crib like that for four bucks!"

◆ ◆ ◆

A traveling salesman arrived home unexpectedly to find his wife in the arms of another man. The interloper, however, gave him this proposition: "I love your wife and she loves me. I'll play you a game of gin rummy for her. If you lose, I want you to divorce her and I'll marry her. If I lose, I promise never to see her again."

"Okay," the husband agreed. "But how about playing a penny a point to make the game interesting?"

◆ ◆ ◆

When Huey Long was making headlines in Washington a Louisiana senator asked him to back him in an election race.

"I can't do that," said Long. "And it's all your own fault. Even I could not get you elected. Not after that story about the hotel episode in New Orleans."

"That story is a damned lie," protested the politician. "Why, there isn't even any Hotel Episode in New Orleans!"

◆ ◆ ◆

Salesgirl: "Here's a lovely sentiment—'To the only girl I ever loved'."

Sailor: "That's the stuff. Give me a dozen of them."

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Wise Mixers Choose
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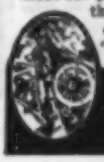
Now that mixers are realizing that feeds mixed with Vitamin oils have better finish, better feel—are less dusty—have greater sales appeal—choose the oils that give you the most for your money—Gorton's Vitamin Oils, the oils with the guaranteed potencies—the oils backed by Gorton's "know-how"—Gorton's guarantees.



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In addition to the 100-pound bag so popular with field dog owners, KIN is available in 2, 5, 10, 25 and 50-pound bags for owners of smaller dogs. KIN is a money-maker in any size package because it builds steady repeat customers.

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Granular KIN is currently priced at $8.25 per 100-pound bag. KIN Cubes at $8.35, with a liberal discount to dealers on any size orders. Freight is prepaid by us to all points in the Southeast.

Write for Samples

Write us on your letterhead for free samples of Granular and Cubed KIN DOG FOOD. Or, better still, send in a trial order for prompt shipment. Both you and your customers will be glad you stock KIN.

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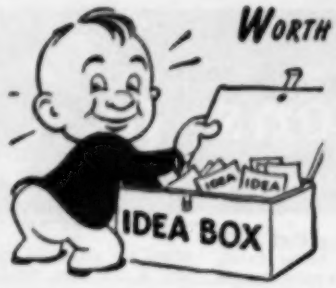
ATLANTA, MACON, GEORGIA • HOPKINSVILLE, KENTUCKY



WORTH LOOKING INTO . . .

NEW PRODUCTS • NEW SERVICES • NEW LITERATURE

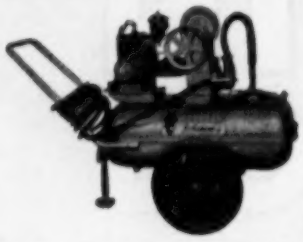
A reader service feature announcing the development of new and improved products, new services and new literature offered by manufacturers and suppliers. Claims made in this department are those of the firm concerned. Further information on any of the items discussed in this department may be obtained by writing the Reader Service Department of:

FEEDSTUFFS
118 So. 6th St. Minneapolis, Minn.

No. 2135—Power Sprayer

For disinfecting stored grain and seed, the John Bean Spartan high pressure power sprayer is valuable, in the opinion of the Seedburo Equipment Co.

The unit is a new addition to the Seedburo line and is available in three models. It is mounted on steel disc wheels with zero pressure rubber tires. Atop its horizontal 15-gal. tank can be mounted a gasoline engine or electric motor. The tank is all steel, corrosion resistant and leakproof. Assembled length is just under 49 in., width is 20 in. and height is slightly over 32 in. Capacity with a gasoline engine is 3 gal. per minute at 250 lb. pressure.



No. 2136—New Rat Poison

J. T. Eaton & Co., Inc., one of the nation's oldest rodenticides manufacturers, has announced its first consumer packaging of the powerful new rat poison, Warfarin Compound 42. The new killer of rats and mice, developed by the University of Wisconsin Alumni Research Foundation, was recently released by the U.S. Department of Agriculture for sale to the public following exhaustive tests on farms, homes, stores and plants throughout the nation.

According to the manufacturer, users simply mix the product with any dry foodstuffs attractive to rodents such as grains, dry cereal or dog food, and the pests are killed slowly yet continue to eat the bait until dead. The package being marketed by the Eaton company is for a 1-lb. mixture.

No. 2133—Equipment Catalog

The 1950 catalog of the Seedburo Equipment Co., recently released, lists and illustrates the company's complete line of testing and handling equipment for agricultural products.

The 144-page catalog, with a substantial cover printed in color, includes a supply of novel postage-free order cards bound with the catalog. Product listings are departmentalized, with a handy guide to the departments printed on the front cover. A more complete index is also included.

PAPERS INVITED FOR POULTRY CONFERENCE

WASHINGTON — Anyone who wishes to present a paper at the 9th World's Poultry Congress, to be held Aug. 2-9, 1951, in Paris, France, must submit his name and the title of the paper before Dec. 1, according to representatives of the congress.

This information is to be sent to Dr. H. R. Bird, Bureau of Animal Industry, U.S. Department of Agriculture, Beltsville, Md. The complete papers must be sent to the same address before Feb. 1, 1951. Maximum length of papers will be 1,500 words, plus a resume not exceeding 300 words. Priority will be given to papers to be presented by the authors or by persons closely associated with the authors' organizations or institutions.

Papers will be presented in five sectional meetings: nutrition and physiology, genetics and incubation, diseases and their control, marketing and economics and organization, breeds and development of the poultry industry.

Any person, whether or not he is a member of the World's Poultry Science Assn., may submit a paper.

GRAIN EXPORTS THROUGH PHILADELPHIA PLUNGE

PHILADELPHIA — Grain exports through the port of Philadelphia during August were the smallest of any month in nearly five years, according to the Commercial Exchange.

The total shipment of only 301,136 bu. compared with 1,028,438 bu. in July, and with 5,239,864 in August, 1949. Not since the shipping industry here was tied up by a maritime strike in 1946 has the figure been so low.

John H. Frazier, managing director of the exchange, said the drop is a further reflection of the government export program, augmented by the slow arrival of the new wheat crop.

VANCOUVER EXCHANGE ELECTS NEW COUNCIL

VANCOUVER — The Vancouver Grain Exchange annual meeting held here during the week elected a council together with committees on arbitrations and appeals. The new council will meet within a week to name officers for the year.

Those elected to the council were: Meridith Berridge, Canada Grain Export Co., Ltd.; J. J. Conn, Cargill Grain Co.; D. Roy Davis, Buckerfield's, Ltd.; J. E. Gage, Pacific Elevators, Ltd.; Vernon Lester, Hallet & Carey, Ltd.; Pierre Mauriacourt, Leval & Co. and Philip Wolfe, Jas. Richardson & Sons, Ltd.

The retiring president is Mr. Lester, and in line to succeed him is last year's vice president, Mr. Berridge.

The new committee on arbitration is: R. T. Bishop, Continental Grain Co.; D. H. Burney, Searle Terminals, Ltd.; D. Roy Davis, C. G. Earhart, broker; Vernon Lester, R. C. Milroy, Milroy Grain Co. and F. C. Wilkins, Jas. Richardson & Sons, Ltd.

The committee on appeals is: R. M. Bryan, Hall, Bryan, Ltd.; J. E. Gage, Pierre Mauriacourt, Hugh McKay, United Grain Growers Terminals, Ltd.; Robert McKee, Canada Grain Export Co.; J. C. A. Nijdam, Continental Grain Co. and John Whittle, Midland Pacific Terminals, Ltd.

U.S. FLOUR PRODUCTION SHOWS 7% GAIN IN JULY

WASHINGTON—Wheat flour production by U.S. mills during July was 7% higher than for June, the Bureau of the Census reported. The total output for July was 18,970,000 sacks, and was only slightly higher than for the same month of 1949.

Mills operated at 81.6% of capacity, against 68.9% in June. July wheat grindings were 44,175,000 bu. against 41,065,000 bu. the previous month. Wheat offal output was estimated at 383,000 tons, against 353,000 tons for June.

Rye flour output is estimated at 187,000 sacks, a 3% increase over June. Rye grindings totaled 422,000 bu., against 397,000 bu. the previous month.

A detailed report of production by states for July will be released by the Census Bureau in the near future.

Chicago Feed Ingredient Co.
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No. 2136—New Rat Poison
No. 2135—Power Sprayer

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★ It carries unidentified growth factors of the APF complex—in addition to guaranteed amounts of Vitamin B_{12}.
★ It contains more than fifty percent protein having a high biological value.
★ It is a free-flowing, non-hygroscopic, palatable powder.

Use U.S.I. APF Supplement in your rations to reduce requirements of fish and animal ingredients . . . to produce better poultry and hog feeds—at lower cost.

Contact your nearest U.S.I. office for further information and prompt service.

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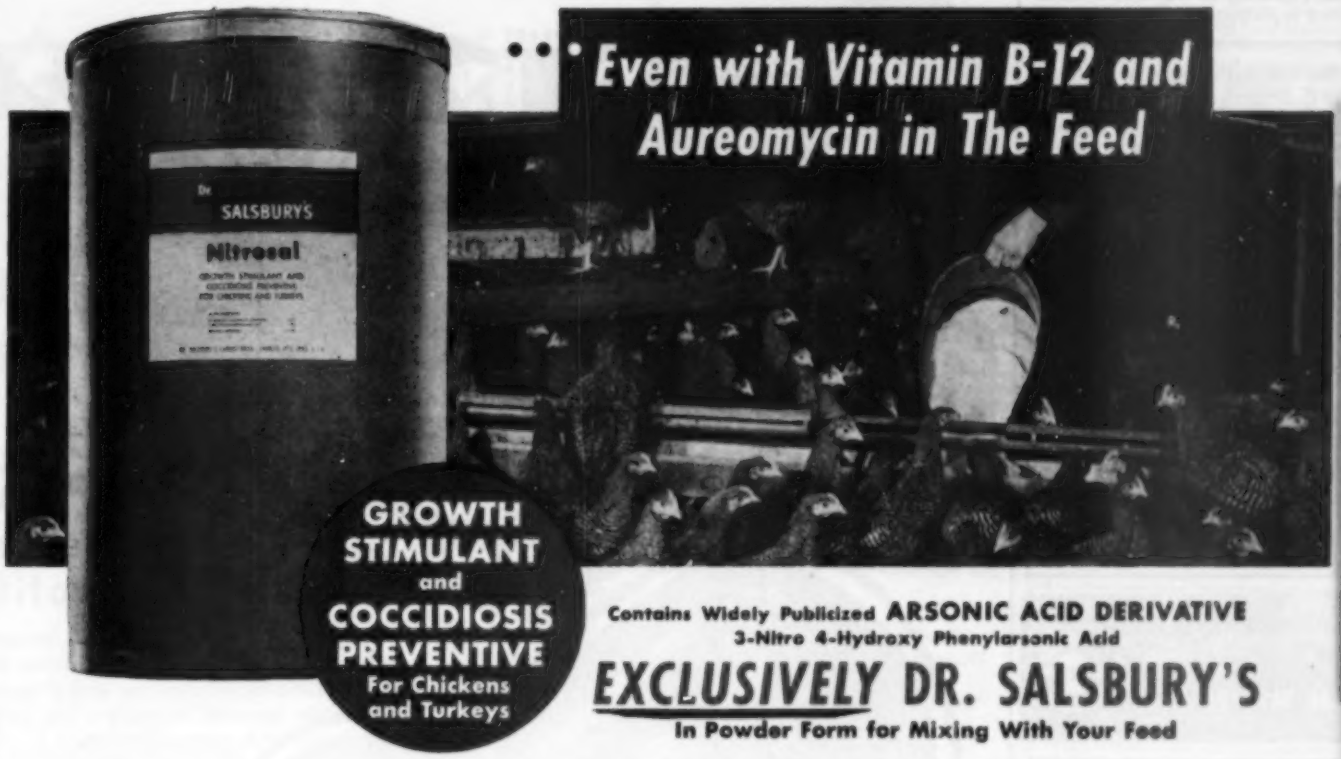
Dr. Salsbury's NITROSAL

NEW, Multi-Purpose Chemical Compound

Produces 15% Extra Growth



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3-Nitro 4-Hydroxy Phenylarsonic Acid

EXCLUSIVELY DR. SALSBURY'S

In Powder Form for Mixing With Your Feed

Also Prevents Coccidiosis

In addition to producing 15% extra weight, Nitrosal effectively prevents coccidiosis, both cecal and intestinal. It reduces mortality to a minimum. Helps prevent loss of weight and stunting. This added coccidiosis protection costs your customers nothing extra.

Feed Manufacturers Nitrosal Powder Now Available For Mixing in Feed

Nitrosal is available to feed manufacturers in selected areas. Write Dr. Salsbury's Laboratories, Charles City, Iowa, for complete information.

★ Nitrosal is a multi-purpose chemical compound that gives your customers more profitable, faster growing birds. Extensive tests at Dr. Salsbury's Research Farm show that its G.S. factor (growth stimulation provided by 3-Nitro 4-Hydroxy Phenylarsonic Acid) increases chick growth by 15%.

Birds being raised for laying flocks come into production 15 days earlier, without forcing. Turkeys show 15% faster growth, improved feed conversion.

Nitrosal's high effectiveness is further supported by the experiments of Drs. H. R. Bird and R. G. Lille, of the U.S. Dept. of Agriculture, who found that the above arsonic acid derivative produced extra gain even when more than adequate aureomycin and vitamin B_{12} are in the feed.

Test Nitrosal Yourself

You'll discover these exclusive G.S. factor poultry benefits—faster growth, better birds, earlier egg production, *plus* effective cecal and intestinal coccidiosis control. Nitrosal gives you more satisfied customers and larger profits. Write us for bulletin giving full details about Dr. Salsbury's Nitrosal.

Dr. Salsbury's Ren-o-Sal For Use In Drinking Water

Provides the G.S. (Growth Stimulation) factor. Larger doses prevent the spread of cecal coccidiosis. In tablet form for easy use in drinking water. DR. SALSBURY'S LABORATORIES, Charles City, Iowa.

recommend, promote and profit from

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complete line of poultry medicines

The Essentials in Nutrition

By Dr. C. A. Elvehjem

THE topic of this discussion, "The Essentials in Nutrition," may cause you to ask immediately: The essentials for what? In human nutrition we speak of the essentials for optimum health. Optimum health means adequate growth during infancy, normal efficiency during active life, normal reproduction, normal longevity and a complete life with the least discomfort and disease and the greatest amount of pleasantness. These requirements may be modified considerably when we deal with farm animals. We need not worry about longevity if the animals are slaughtered early in life. However, we do want all the tissues of the body to appear normal, or the consumer may have serious questions.

EDITOR'S NOTE: The accompanying article is the essential text of a paper presented at the first Nutrition School for Feed Men Aug. 28-29 at the University of Wisconsin in Madison. Dr. Elvehjem is head of the University of Wisconsin biochemistry department.

A few years ago I was asked to study the nutritional value of telang livers. Nearly 3% of all beef livers inspected each year in the U.S. are condemned for telangiectasis. We found these livers contain significantly more vitamin A than normal livers, yet I doubt that anyone would want to suggest that these livers be sold over the counter in a butcher shop.

We may eliminate physical efficiency during active life unless we are feeding work animals. In fact, methods are now used which will slow down metabolism in order to improve the market grade of the product produced. We introduce into rations such things as thiouracil which will reduce the metabolic rate.

Emphasis on Reproduction

In animal feeding greater emphasis is placed on reproduction. We are interested in more frequent reproduction, larger litters and young that make the most rapid gain after birth. I am afraid we still have not given sufficient emphasis to the optimum storage of nutrients in the young at birth or at hatching in order that they may develop properly. You will remember that thumps in pigs used to cause large losses in the pig industry, especially because several runts in the litter developed which would never gain normally. This, as you know, is due to inadequate storage of iron and copper in the liver of young pigs at birth. There is ample evidence that a low storage of certain B vitamins in the chick at hatching will not only cause slow growth and poor development, but there may also be serious malformations. Regarding the storage of some of the vitamins, especially A, in young calves, low storage may have effects on the development of the calf and resistance to disease.

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duction but in the production of milk which carries optimum amounts of nutrients—whether this milk be used for human consumption or for the nursing of the young animal. Variations in vitamin A are well known, and everyone agrees that a real effort should be made to maintain a high level of vitamin A in the milk during the entire year. Today we are beginning to recognize some interesting variations in the vitamin B_2 content of milk, and this may have considerable significance not only in animal feeding but also in human nutrition.

Palatability

Perhaps we can give less attention to the palatability of the diet or ration when we are dealing with farm animals than with humans, but even here there are certain rations that are impalatable to many animals. In this connection I want to emphasize that an animal will not tire of a ration which is complete. About 20 years ago I was approached by a manufacturer of dog foods, and at that time it was assumed by many that you needed diets with different flavors. I said a dog would go on indefinitely on a complete and adequate diet and this has now been amply verified.

Our greatest interest is in the most efficient utilization of the ration—that is, the greatest gain per pound or greatest milk production per pound, or actually the greatest production per dollar cost of the ration. Even here the animal husbandryman wants to make a good looking, sleek animal, and I am sure that in the show ring much has been done to increase the cost of livestock feeding. I am not here to discuss whether this is right or wrong, but certainly we should keep this in mind.

Back in 1920 the broiler industry was practically wiped out due to the great incidence of leg weakness in chicks hatched during the early part of the season. It is true that the chick did not grow too well, partly due to the absence of vitamin D and partly due to the inability of the chick to get next to the feed trough, but the greatest difficulty was probably due to the fact that the consumer was not anxious to buy a chicken that showed bowing of the legs or a soft breast bone. Similarly today, we know that a diet fairly low in folic acid will give almost normal growth in chicks, but the feathering of these chicks will be very poor. I believe that a little larger amount of folic acid which will produce beautiful feathering will more than pay for itself when the producer must sell his product.

Those of us interested in human nutrition have learned that we must rely upon a large number of different species of experimental animals if we are to learn the complete story about human nutrition. This observation has also been of great benefit to those interested in animal feeding because through the greater use of experimental animals we have learned a great deal about the requirements of practically all of the animals encountered in domestic feeding.

We have learned that we need to give little attention to vitamin C in the feeding of most of our farm animals, although at the present time we find that vitamin C may have a beneficial effect under certain conditions. We have learned that ruminants, the cow and the sheep, do not need preformed sources of most of the B vitamins in their rations. However, here again it is necessary to recognize that under certain conditions, especially in the young calf, or perhaps under other conditions of feeding, it may be valuable to add some of these nutrients. Perhaps, if

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for no other reason, we might need to add extra vitamin B_{12} to control the amount present in the milk produced. We know that a dog can get along with about six added B vitamins but that a chicken needs at least eight or nine.

When we turn to other animals, such as the mink, we find that we have a long way to go before we can identify all the essential nutrients. At the present time at least four additional factors are needed in addition to the well recognized vitamins. Therefore, if we are to have optimum nutrition for a given species, at a given age, or under a given strain, we must know what nutrients are required, how much of each is required and the amount of these nutrients in the foods used for feeding these animals. It is not important to show pictures of deficient animals; we are interested in normal animals.

Progress Cited

Great progress has been made during the past 50 years, especially during the past two decades. We have not only identified most of the essential nutrients, but they have been isolated and their chemical constitution determined. In many cases vitamins and some of the amino acids have been synthesized so that they may be added to rations which are deficient in them. In other words, today in certain cases, it is cheaper to add synthetic products to animal feeds in order to make them adequate than to add expensive natural concentrates. This in turn may cause certain economic difficulties which we should not overlook. Certainly in periods of over-production this problem should be studied thoroughly. However, it appears now that we are encountering another period when there may be certain shortages of food, and the use of synthetic products will certainly not be objected to by anyone.

Along with this work we have seen remarkable improvements in the methods for determining most of the nutrients in foods and feeds. Not only have we seen improvements in the regular chemical methods, but we have introduced colorimetric methods, photospectrometric methods and perhaps most important the so-called microbiological assay. It is now possible to determine most of the B vitamins through the use of growth methods with bacteria. The same holds true for amino acids since we are able to determine all of the essential amino acids and most of the non-essential amino acids very accurately through the use of microbiological methods. We must take one precaution, namely, that the microbiological assay gives the same value as obtained with the animal. We know there are different forms of vitamin B_{12}, pantothenic acid and folic acid occur in conjugated forms.

Use Common Sense

This does not mean that every feed and every formula for a ration should be assayed for all of the so-called essential nutrients. Here is a place where we need to use considerable common sense. It is perfectly obvious

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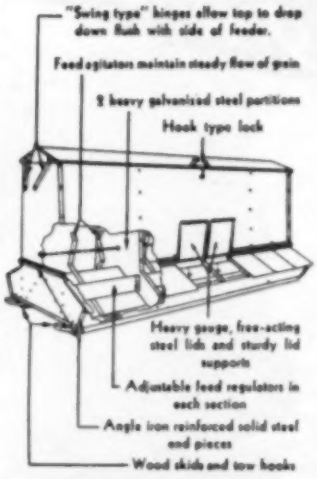

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that at the present time we do not need to spend much effort in determining the manganese content of poultry rations. We have learned that many of them are deficient in manganese, and the easiest way is to add a given amount to practically all rations.

Again, it is unnecessary to determine the iodine content of most of the feeds used, especially in this area, since we know the rations are deficient in iodine unless we add iodine in one form or another, especially in the form of iodized salt. Certainly in the case of vitamin D, we have learned that practically all feeds are sufficiently low in vitamin D that it is important to add extra amounts of this vitamin, especially for young growing animals. Much the same can be said in the case of riboflavin. If the ration consists largely of cereals and we are feeding a nonruminant animal, it is necessary to add extra amounts of riboflavin in one form or another. In other words, it is unnecessary to analyze the basal ration, but it is important that we have a fairly accurate knowledge of the riboflavin content of the concentrates which are used to fortify the ration.

Now I could go on and list 40 or more essential nutrients and emphasize that each of these should be present in the rations in excess amounts so that there could be no possible danger from the lack of any of our essential nutrients. I want to go on record that I am not opposed to being generous in the supply of essential nutrients. Certainly we do not want to be niggardly when we are trying to maintain optimum health. However, it is more important to give you certain basic facts which should be kept in mind in building rations.

Balance Important

We do not necessarily obtain optimum health by giving all nutrients in excess amounts. In fact, in many cases better results are obtained if the nutrients are well balanced and no one is greatly out of line. Furthermore, there are many interrelationships which we are beginning to recognize and which must be given serious consideration if we are to continue the improvement of our ration. We must also know what happens to our food both within the body and in the digestive tract. In other words, we must consider total nutrition.

Let us first discuss some of the individual nutrients or groups of nutrients to see how certain interrelationships occur. First of all, we must have energy, and this energy may come from the carbohydrate in the diet plus the fat. I think I'm safe in saying that most natural rations do not vary sufficiently in fat content to cause any serious difficulty. However, through modern methods of processing, fat may be removed and thereby reduced sufficiently to cause certain problems. This is especially true in the case of milk because if we remove all the fat, the lactose in the milk cannot be utilized effectively. It is also doubtful that sufficient fat is normally removed to cause a deficiency of the so-called unsaturated fatty acids. In dealing with practical rations we have more often seen unsaturated fatty acid deficiencies in rations which are high in fat due to the development of rancidity and destruction of the unsaturated fatty acids.

We have found that relatively large levels of fat can be fed with little difficulty if we fortify the ration with extra amounts of some of the B vitamins. This is especially true in the case of riboflavin. The high level of fat seems to decrease the synthesis of many of the B vitamins in the digestive tract and therefore higher levels need to be added in the diet. Of course, we used to worry a great deal about the level of fat and kind of fat in the ration when we had to rely on the natural fat as the source of vitamin A and D. With modern concentrates of these fat soluble vitamins, we can practically ignore the natural fats as the source of these factors.

We have usually concluded that the type of carbohydrate is not important within reasonable limits. Perhaps we should give a little more attention to the type of carbohydrate in future studies. It may not be too important from a practical point of view because most of our carbohydrate is

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supplied in the form of starch. However, we do have very definite evidence that we can vary the synthesis and utilization of many of the B vitamins by altering the type of carbohydrate. This is certainly true in the case of chicks. Of course, we rarely encounter a high lactose ration in animal feeding unless we use large amounts of whey which is rich in lactose.

Perhaps the most striking observations during the past few years have been made in relation to proteins in nutrition. For many years we recognized the so-called supplementary value of proteins—that is, the improved effect when we used a combination of proteins from cereals and animal products or cereals and legumes. Some of the beneficial effects were undoubtedly due to a better balance of amino acids, but in many cases the improved results were probably due to the fact that the animal proteins carried larger amounts of riboflavin and especially vitamin B_{12}. I think it has been adequately demonstrated that the biological value of a protein can be based largely on the amino acid content. In other words, we have now been able to feed animals on a mixture of amino acids and obtain growth almost comparable to that obtained on the best quality protein. Any reduced growth is probably due to lack of palatability of amino acid mixtures.

Furthermore, it is clear that you cannot feed animals on only so-called essential amino acids. Although the other amino acids may not be needed as such we cannot supply sufficient nitrogen in the form of essential amino acids. We must add the extra nitrogen either in the form of nonessential amino acids such as glutamic acid or in the form of urea or ammonium carbonate.

Some have asked: Do proteins supply larger molecules of peptides which cannot be supplied in the form of free amino acids? So far as our experience is concerned we have been unable to clearly demonstrate the need for these peptide structures. I have said that we can determine the biological value of proteins largely on the basis of amino acid content, and we now have methods available which can be used for determining the total amount of each amino acid in proteins.

There is one point which we should not ignore, and that is the question of digestibility of protein. Recent work has shown that if we are to have optimum utilization of amino acids, they must be supplied all at the same time. Therefore, if the protein is to be utilized adequately the amino acids must be liberated in a uniform fashion. There are numerous observations that indicate that proteins vary in their digestibility, and until we understand this problem thoroughly, we should not rely entirely upon the total amino acid content of foods. Furthermore, recent work has shown that the amino acid requirements of different animals may vary somewhat depending upon the level of protein in the ration. That is why I indicated earlier that in some cases it may be detrimental to add extra amounts of a given nutrient. This is especially true in the case of an incomplete protein. It is more valuable to use a lower level of an incomplete protein and supplement it with certain materials supplying the limiting amino acids than it would be to double or triple the level of the incomplete protein in order to supply the limiting amino acids. There are also several interesting relationships between amino acids and vitamins which will be discussed later.

In reference to minerals, there is nothing especially new in this field. We have recognized for several years that most of the minerals can be supplied in inorganic form—in fact, in most cases the inorganic form is more available than the compounds found in certain natural products. This is especially true in the case of iron where we know that simple iron salts are utilized much more efficiently than the iron found in hemoglobin of the blood or certain other hemoglobin-like pigments in plant material.

We used to say that all the mineral elements except sulfur could be supplied in inorganic form. We must

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modify this slightly in light of recent work. We know today that, at least in certain animals, cobalt cannot be utilized as such but must be supplied in the form of vitamin B_{12} which carries cobalt and its molecule. However, even here we can perhaps modify the statement to some extent because certainly cattle and sheep can utilize inorganic cobalt perhaps due to the fact that the micro-organisms in the rumen can build it into vitamin B_{12} which can then in turn be utilized by the cow and the sheep. Since most of the minerals are cheap, it is fairly simple to fortify rations with those minerals which are deficient or to use salt or salt mixtures which supply the limiting mineral.

A Word of Caution

There is one caution which we should keep in mind and that is the fact that since these minerals are cheap there may be a tendency in some cases to overdo their use which may be highly detrimental. Certainly an excess of calcium may be more detrimental than a low intake of this mineral. However, we are fairly safe in most cases because the toxic level is many times—in fact, a hundred to a thousand times—higher than the optimum intake. Therefore, we can vary the level of iron, copper, manganese and cobalt to a considerable extent without encountering toxic effects. I suppose we can vary all the mineral elements except sodium chloride to a considerable extent. In the case of sodium chloride, the ratio of the optimum level to the deleterious level is rather narrow.

Any discussion of the essentials in nutrition would be incomplete without emphasizing the important rule of the vitamins. Some may remark that the emphasis, at least in some areas, has been much too extensive. We all agree that the enthusiasm has been excessive at times, but we must also agree that our animal production would be in a very poor state of affairs today if our knowledge in this field had lagged in any way. It is not so long ago that those of us who tried to modify a chick ration in order to produce a single deficiency were hopelessly lost because we were changing the intake of several unknown factors.

Today we can alter almost any of the 40 or so essentials and predict exactly what will happen. The presence or absence of a given vitamin determines whether the animal lives or dies and whether the producer makes a profit or loss provided all other nutrients are present in adequate amounts. The lack of confidence in certain vitamin preparations has arisen because attempts have been made to overcome multiple deficiencies with a single vitamin. Therefore, we must understand the interrelationships, not only between vitamins, but between a given vitamin and other nutrients. The interrelationship between the amino acid trypophan and the vitamin niacin is now well established, but the degree to which one can replace the other varies from species to species. The choline requirement is definitely related to the level of methionine in the ration, but again the relationship depends upon the species involved. Folic acid may have a sparing effect on the vitamin B_{12} requirement, and a combination of vitamin B_{12} and vitamin C may reduce the amount of folic acid needed. But these effects vary with the animal and with the type of ration used.

Some of our requirements have been established through the use of purified rations, and we might logically conclude that if a given level is sufficient in a purified ration, it surely should be adequate in natural rations. However, this is not true. For example, a rat assay for vitamin B_{12} is possible if we use a corn meal-soybean oil meal ration but not when a purified ration of casein and sucrose is used. Many of these differences are related to the influence of the microorganisms in the tract on the production, destruction and availability of the vitamins to the host.

Antibiotics

Within the past few months you have heard a great deal about the growth promoting effects of certain antibiotics such as streptomycin, aureomycin, etc. There is no question about these effects if you use the proper rations and the rations are adequate in all essential factors. This brings us to a point which is very important. As we improve the rate of growth by adding new factors, we must reassess the requirements for the older and better established factors. We may also ask, should these compounds be included in the so-called essentials in nutrition? At least for some time to come, we must recognize that the intestinal flora of our domestic animals are most important nutritionally; compounds which alter the flora in such a way that a better animal can be produced with less or cheaper feed and with no secondary deleterious effects must be considered essential for optimum nutrition. Preliminary studies indicate that combinations of certain antibiotics may produce a greater growth response than either one alone.

In conclusion, it is obvious that most of the essential nutrients have been identified, although there may be a few very significant ones which remain to be found. In spite of all this knowledge and the availability of many cheap synthetic nutrients, we have much to learn regarding the optimum combination and use of all these nutrients. I am confident that much of this information will come in the next decade and that when this information is properly applied, we will see an optimum health both in farm animals and humans which is hard to imagine today.

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Owensboro, Kentucky, U. S. A.

"Quality Machinery Since 1909"

CHEE-WAY
DRIED CHEESE WHEY

COMPARE...

CHEE-WAY

Genuine Dried Cheese Whey

CHEE-WAY repays its users time and again with
BETTER LOOKING ANIMALS • BETTER PRODUCING ANIMALS

CHEE-WAY Is Better By Analysis

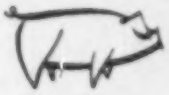
GUARANTEED ANALYSIS
LACTOSE (Milk Sugar) Not Less Than 70%
PROTEIN ..... Not Less Than 12%
FAT ..... Trace

FOR POULTRY, PIGS, CALVES, TURKEYS because it contains all the original Lactose of liquid cheese whey. Nothing has been removed except water!

AN EXCLUSIVE PRODUCT OF
HERBERT K. CLOFINE
MILK PRODUCTS
Bulletin Bldg., Philadelphia 7, Pa.
RITTENHOUSE 6-9885 • LOCUST 7-2040

RIBOFLAVIN QUIZ NO. 5

Q. Do chickens alone require Riboflavin?



A. No. Riboflavin is essential to all fowl — and calves, pigs, dogs, and fur-bearing animals as well.

Q. Just exactly what does riboflavin do?

A. Riboflavin assures maximum productivity of breeding flocks and it also imparts a desirable nutrient to market eggs. It protects young chicks and poults against disease, and promotes their rapid and efficient growth. Riboflavin enhances growth in pigs and calves. It produces bright eyes and pep in dogs and develops high-quality coats in fur-bearing animals.

Q. How does B·Y-21 compare to common feed ingredients in riboflavin content?

A. Taking the average riboflavin potency (milligrams per pound) of commercial liver meal, dried brewers' yeast, dried buttermilk, dried whey, and dried corn distillers' solubles, B·Y-21* is from 180 to 700 times richer in riboflavin, yet it is easy to use and is economical.

B·Y-21

.. a rich source of Natural Riboflavin

Agricultural Division
COMMERCIAL SOLVENTS Corporation
Terre Haute, Indiana

Couldn't Operate Business without our BROWER Mixer

says Chas. R. Combs
Combs Milling Co.
Kahoka, Mo.

"Nearly all the feed we sell is mixed with our Brower Mixer. We couldn't operate our business without it. By mixing our own feeds we offer substantial savings to our customers and still keep a full profit margin. In the 9 years we have used the Brower Mixer it has never required servicing or parts. We think that is a mighty fine record."

BROWER Whirlwind MIXERS

Used by more feed men than any other

Over 9,000 satisfied users!

Progressive feed dealers everywhere are mixing their own brand of feeds with the Brower Mixer, increasing their margin of profit as much as $10 per ton. Custom mixing is a money-maker, too, and pulls in new business.

Mixes a perfect blend in 10 minutes—at a power cost of 3c to 5c per ton. Above-and-below-floor models. Five sizes—mixing capacities of 700, 1,200, 2,000, 3,000 and 4,000 pounds feed. Built to give years of trouble-free service. Many outstanding features for easier and faster mixing.

30 DAY TRIAL. Let us send you full details. Write

BROWER MFG. CO., 402 N. 3rd St., Quincy, Ill.

World's Largest Selling Mixer!

Good Management Is Worth the Effort

● By Albert Morse

IF you talk better management to many business men, some of them, Mr. Feed Dealer, will call a halt somewhere during your discussion. They'll say something like this, "I believe in good business policy, all right, but I can't see eye to eye with you on all them fancy records and procedures. Why, if we took all the time to analyze our businesses like the experts say, we wouldn't have any time to talk to customers and sell. I run my business the best way I know how and let it go at that."

Is this man right, Mr. Feed Dealer? Does modern retail business involve too much red tape? Is too much time spent studying individual departmental operations, analyzing costs, keeping records and the like, thus taking away valuable sales and customer contact time?

Let's not fall into error. It takes so much time to sweep the floor of a retail store and clear away any packing boxes or wastebaskets that may be standing around. One wouldn't think of leaving part of the floor unswept, especially that part near the front door. Likewise, no realistic business man wants to do business without the proper office tools and records which in the long run save him time and money and point the way to smoother operation.

Can Learn Much

Unless a feed dealer studies his mill and store operations, he will not discover short cuts, costs reduction features and better ways of satisfying customers. His customer, the farmer, must study such operations on the farm too. Please look over the following report from the University of Illinois on the cost control methods of a group of high income farmers in that state. That will give you an idea of how cost control pays in agriculture. Why not make a window display using these facts which your area's farmers need to know, too, and suggest on a sign "That our feed will produce as splendid production results for you as these cost control measures produced in cost reduction for Illinois farmers"?

Tie the two ideas together, because better feeding is better management. And then when you are through with that window display and have stacked up the profits from sales, look over your own business and see if you can apply some cost reduction methods there, especially in the way of better work arrangement to save steps for customers and yourself.

In Illinois a farm management specialist visited 24 farms chosen from 120 which showed better than average net earnings for a recent 10-year period. And then he listed some

Ray Ewing PRODUCTS

Representatives for Minnesota, North and South Dakota, western Wisconsin and northern Iowa

Blomfield-Swanson Brokerage
734 Midland Bank Bldg.
Minneapolis 1, Minn.

QUALITY GOES IN BEFORE THE NAME GOES ON

DEFLUORINATED PHOSPHATE

PRODUCTION POINT
Plant City, Fla.

NEW, IMPROVED QUALITY

We are in excellent position to serve you.
Please send us your inquiries.

H.J. BAKER & BRO.

100 YEARS OF SERVICE

271 MADISON AVE. • NEW YORK 16, N. Y.

Established 1850

OFFICES

208 South La Salle St. CHICAGO 4, ILL.
Maryland Trust Bldg. BALTIMORE 2, MD.
Savannah Bank & Trust Co. Bldg. SAVANNAH, GA.
Stovall's Professional Bldg. TAMPA, FLORIDA

Sales Agents for
CORONET PHOSPHATE CO.
NEW YORK

FEED "TAGS THAT TALK"

Neuhauser
Pillsbury BEST FEEDS
BALSH'S Quality
RALSTON PURINA
ATCO QUALITY FEEDS
BRICK
MOHAWK

CATCH UP WITH THE LEADERS! National, regional and local leaders standardize on Savage Tags. Find out why. It will pay you to know.

COUPON
Clip coupon to your letterhead. We'll send free "Batch of samples" of better tags and money-saving information.

SAVAGE Inc. EST. 1919
251 MAIN STREET • BUFFALO 3, N. Y.

Of Special Interest to the Northeast

LOWER YOUR FEED COSTS!

Wire or Phone for OUR Best Prices on

DISTILLER'S DRIED GRAIN PRODUCTS

from an All-Grain Mash . . . at a lower cost per unit of protein than any other ingredient on the market!

It is:

★ one of the richest sources of total digestible nutrients
★ high in fat (average about 10%)
★ not more than 15% fiber
★ a yeast fermentation product

IT WILL PAY YOU to investigate this attractive offer, which is limited to the Northeast area and Atlantic Seaboard only.

Also Available:
28% Corn Distillers Solubles.
PACO
Butyl Fermentation Solubles.

PUBLICKER INDUSTRIES INC.

CONTINENTAL DISTILLING CORPORATION

FEED SALES DIVISION « « » » 1429 WALNUT STREET
PHILADELPHIA 2, PA. « « » » PHONE — LOCUST 4-1400

CONFIDENCE

PILOT BRAND OYSTER SHELL

FOR POULTRY

This familiar trade mark has earned sound, solid customer confidence. Farmers and poultry men depend on PILOT BRAND OYSTER SHELL because it has always given them large profits, without fail.

The dependable quality of PILOT BRAND OYSTER SHELL assures dealers of satisfied customers and steady profits in dollars and good will.

Their increasing sales from year to year are deep-rooted in over a quarter century of continuous consumer advertising support in farm and poultry publications with combined circulation of over 9 millions and 54 radio stations.

OYSTER SHELL PRODUCTS CORP.
New Rochelle, N. Y. St. Louis, Mo.

ways for farmers to cut labor costs.

The 24 farm operators visited had done their work with only 77% of the average labor cost on other farms having the same amount of work on crops and livestock.

The farm specialist says this meant $500 less labor cost annually per farm, or $5,000 during the 10 years.

Methods Described

Here are some of the labor cost-cutting schemes these 24 farmers told about:

They do most of the work with home labor and then exchange work with relatives and friends.

They plan ahead to have everything ready to do the work at the right time without interruption.

They arrange their crop and livestock programs so that one will not compete with the other for labor.

They use self-feeders for hogs, poultry, maybe beef cattle.

They have water piped to nearby fields and have wells in distant fields.

They keep machines in good repair and adjustment to avoid losing time.

They own or cooperate in ownership and use of all labor-saving machines. Some of them pull two or more machines behind the tractor at one time. Several said they followed a steady gait of work all day.

They pay good wages to good men. Several pay bonuses.

Electric fences, a hay chopper and buying feeder pigs, instead of raising their own, were mentioned as labor savers.

The important point, the farm specialist said, is that less than half of these men with low labor costs said they worked hard. Only one in five said they put in longer hours than their neighbors. Good net farm earnings due to low labor costs come from well organized and operated farms, he points out.

Mr. Feed Dealer, you know as well as I that the costs of doing business vary with every feed dealer. This is because one dealer has learned to hold his costs down more than another dealer and still achieve as many sales. The dealer with low operating costs and a high volume usually had studied his business so well that he knows and has taken the shortcuts. He has eliminated unnecessary expenses insofar as he is able, and this is an important step in any business.

It often has been said that a little leak can sink a big ship, and we know this is true. The feed dealer who refuses to get his office methods and records in shape may be putting one, two or more small cracks in his business ship, through which the water of failure may flow in and eventually sink it when he least expects it.

It takes a little time to set up the proper bookkeeping system and get it operating, but when you have done it, the system takes very little time to keep in action every day. The same is true of customer records, advertising data and other information which will help you operate your business more efficiently. Once you have done the exploratory and installation work, you need only a supervisory eye to keep the thing in operation, bringing you daily benefits.

Certainly no alert dealer would hesitate to take a full business day to stop a practice which rolls a wasted silver dollar out of his front door every day. Likewise no good dealer would hesitate to spend time to devise a record-keeping system which would attract an extra rolling dollar through his front door every day of the year.

Like the Illinois farmers, if you knew you could save $500 a year by studying ways to make your business operate more efficiently, wouldn't you be willing to devote one, two days or more as soon as possible to make your merchandising and management program as air-tight as you are able? I am sure that you would.

Use those Illinois facts to help your farmers and also yourself. They carry a real story in alert management.

1898 — OVER 50 YEARS OF SERVICE — 1950

COTTONSEED

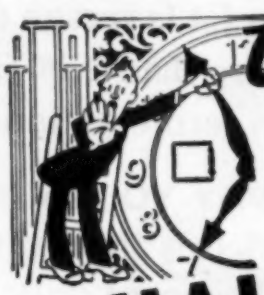
MEAL PELLETS
SCREENINGS SIZED CAKE

SOYBEAN

PROMPT — FUTURE

HUMPHREYS-GODWIN COMPANY

PHONE 48-2683 2246 PARK AVE.
MEMPHIS, TENN.



One minute, PLEASE!

While We Tell You About the Profitable

HAINES FEED MIXER

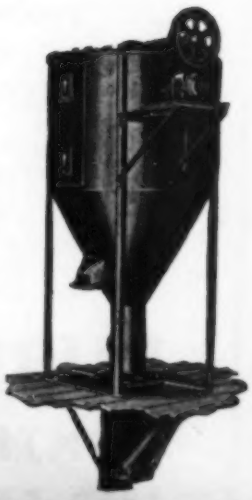
The HAINES MIXER is designed with a single purpose in mind—to save you time and money in the mixing of feeds.

How does the Haines Mixer do this?

A patented Screw Enlargement picks up and circulates twice as much feed as an ordinary mixer to cut mixing time in half.

A patented Blending Hood insures thorough mixing by regulating feed downflow to eliminate pockets, and a perfectly blended feed is a money maker in any language.

It will only take one minute to drop a card in the mail requesting literature describing the Haines MIXER in detail. Why not write for Bulletin HM8 today?



THE FAIRFIELD ENGINEERING COMPANY
326 CHICAGO AVE. MARION, OHIO

A "No Obligation" Policy Wins Trade

• By James W. Strong

THERE are many retail stores that have effective merchandising techniques for getting better contacts with prospects. These techniques usually have to do with free consultation service, free advice on menu planning, home decoration, wedding arrangements, etc., and they are all ticketed "no obligation."

Feed dealers also have this opportunity of contacting more prospects without obligating them to buy. When you state in your advertising that you are glad to consult with any farmer about feeding problems, be sure to say that he is under no obligation to buy from you.

There are many farmers who would like to talk over their feeding problems with an expert, but they hesitate because they do not wish to be obligated in advance to buy. Many of them do not ask for your advice. They either go along on their old program or go to some other feed dealer who stresses the "no obligation" feature.

As a sales builder, the "no obligation" feature is almost without a peer and here is why:

● **Attracts prospects.** In the first place the "no obligation" headline will attract prospects to you. You may not know who are prospects for your feed, but when the "no obligation" line in your ad copy causes a farmer to telephone you and ask for an appointment, you know very well that he is a prospect for better feeds. Otherwise he would not have gotten in touch with you. You know that he is pre-disposed toward a better feeding program than the one which he is using at the moment. It is your golden opportunity to present your case, to tie it in with the prospect's feeding problem.

Even though the prospect who telephones to you for advice was attracted by the "no obligation" headline, you know that he will buy from you in most instances if you are a good salesman because you can show him how to increase production, cut costs and make more profit through following your recommendations.

● **Service.** When you advertise that you are willing to talk over feeding problems with any farmer with no obligation, this establishes you as a feed dealer who is willing to do his share to help local agriculture. Farmers who read your ad know that you are not going to sell your bill of goods to every farmer who calls you in for a consultation. They know that you know this. And

—because it gives you
BETTER PACKED BALES
& alsoo
BETTER QUALITY

PREMIER LITTER always sells faster

From all over the world

BETTER SERVICE
MORE DEALER HELPS

Ask about our small package sales plan
Premier Peat Moss Corp., 535 5th Ave., New York 17

MARBLEHEAD Announces

★BARN LIME
(for Barn and Soil)
NOW IN YOUR FAVORITE MARBLEHEAD LIME

★CARLOAD PRICES
ON MIXED SHIPMENTS

Now . . . you may order as much of as many Marblehead Products as you wish . . . if the total is a carload, you get carload prices on the entire shipment.

SAVE MONEY! ORDER A CAR OF THESE QUALITY

Marblehead
PRODUCTS

Barn Lime (for barn and soil)
Marblehead 98 Plain Calcium Carbonate
Marblehead Iodized Calcium Carbonate
Marblehead Iodized and Manganesed Calcium Carbonate
Marblehead All-Purpose Mineral Base No. 20
Marblehead Special Mineral for Hogs
Marblehead Special Mineral for Dairy Cattle
Marblehead Special Mineral for Beef Cattle
Marblehead Special Mineral for Sheep
Marblehead Special Mineral for Poultry
Marblehead All Purpose Mineral Blocks

Write for prices and further information

MARBLEHEAD LIME CO.
308 W. WASHINGTON ST.
Chicago, Illinois

ARCADY

A full line

Not a Side Line . . .
or a Short Line!

60 MODERN ARCADY Feeds . . . a convenience to your customer . . . one stop shopping . . . that also assures you all of his business.

Sell him his hog feed . . . mash for his wife's chickens . . . growing pellets for Junior's 4 H calf or ration for Rover.

Every ARCADY Feed backed by modern feeding program to help your customer . . . and powerful merchandising help for you. Write for full facts about profitable ARCADY dealer franchise.

ARCADY IS THE HOUSE OF QUALITY with "A Feed and A Feeding Program for Every Farm Need."

ARCADY FARMS
MILLING COMPANY
223 West Jackson Boulevard, Chicago 6, Illinois

here's why

REDCHAIN

DEALERS
enjoy a more
PROFITABLE FEED BUSINESS

Yes — the records reveal the true story! Poultry and livestock raisers with a keen eye for profits, have become "Repeat Feeders" of RED CHAIN FEEDS. That's right . . . the uniformity of profitable feeding results are really making money for feeders, resulting in an increased demand and profitable business for RED CHAIN dealers throughout Texas, Louisiana, Mississippi and New Mexico.

RED CHAIN FEEDS
A Complete Line . . . TESTED and PROVED

When you sell RED CHAIN FEEDS you have all the advantages of a complete line of feeds made of the highest quality ingredients from the most advanced formulas based on the latest nutritional research.

RED CHAIN FEEDS are carefully blended, mixed, and bagged with the most modern machinery and laboratory tested to insure uniform quality at all times. Every feed is thoroughly tested at our RED CHAIN EXPERIMENTAL FARM to prove its worth before it leaves the mill.

That is why you can safely recommend any RED CHAIN FEED to your customers with the assurance that it will do a profitable feeding job, whether for poultry or livestock.

You don't have to make excuses . . . you deliver the goods, always.

RED CHAIN DEALERSHIPS AVAILABLE TO PROFIT-WISE DEALERS

Wanted in choice localities are Feed Dealers who can recognize a sound money making highest quality line of feeds that get results in the feed lot . . . backed by a hard hitting advertising program at the local level and covering your territory like a blanket. Write today for the facts. Your inquiry will receive prompt and careful consideration.

Gaylord J. Stone
President

UNIVERSAL MILLS
FT. WORTH, TEXAS

"ALL YOUR NEEDS IN GRAIN AND FEEDS"

SUNSET FEED & GRAIN CO., Inc.

Chamber of Commerce, Buffalo, N. Y. Branch Office: Middletown, N. Y.

FEED JOBBERS

CANE FEEDING MOLASSES
Agents for
Puello Molasses Co., Ltd.
Albany Baltimore
Buffalo New Orleans

Distributors of
Kellogg's Hominy Feed
Hercules Dried Whey
Hubinger (Keokuk) Corn Gluten Feed
Calf Manna
Stoneme Granite Grit

SUNSET BRAND FEED
(An exclusively milk product)
A rich and uniform source of Lacta Albumin and Minerals

● WRITE US FOR FURTHER INFORMATION ●

Uhlmann offers
a complete line of
FEED GRAINS
and **GROUND CORN**
Uhlmann Grain Co. Kansas City, Mo.

yet you are willing to spread the gospel of better feeding through your total efforts. This builds good will for you, which in the long run is also going to bring you extra business.

● **Experience.** When you advertise that you are willing to talk feeding problems with farmers at no obligation to them, you are giving yourself the proper on-the-spot experience which is going to add to your merchandising and feeding knowledge. You'll get called into many different types of farm communities. You'll encounter a wide assortment of people, feeding problems, conditions, etc. You'll have an opportunity to put practically all of your feeding knowledge to a test.

This is going to make you a much better feed dealer than if you remained in your mill and consulted only with the farmers who come there to buy feed. This other method enables you to contact farmers who at present do not buy from you, farmers you might not otherwise meet. By meeting them and helping them, you certainly are going to sell a lot of them on your feeding program.

● **Callbacks.** In just about all instances where you receive a call for consultation on a feeding problem, you are going to have the opportunity to call back on that farmer within a short time. This most certainly applies to the farmers to whom you sell your program. It also applies to the farmers who decide not to buy from you for the present. The reason here is that even though a farmer does not buy from you after a consultation, you and he will have discussed feeding problems so thoroughly that you'll have a perfectly good excuse to call on him again to see how he is getting along. Or it may be that you'll have an additional bit of feed information for him that you didn't have the first time.

Even in such instances, you can be sure that you'll get a welcome from the farmer that is much warmer than if you went to him cold, soliciting feed business. You and he already know one another, and for this reason you can meet on a better basis on your second trip to the farm.

● **Saving time.** If a feed dealer starts out to visit farmers in his area on a cold canvass basis, he runs into the problem of time. His time is limited. Therefore, why not make the best possible use of time by calling on farmers who do have a feeding problem and who have requested a consultation? It certainly is a much more productive way of doing business, and it cuts down costs, too.

● **Publicity.** There is no reason why a feed dealer cannot stress this consultation service with no obligation. He knows it is a method whereby he can talk to interested farmers about feeding.

Therefore, it is a valuable sales promotional feature. In you newspaper ads or in your direct mail advertising, you can publish a coupon which farmers can fill in and mail to you if they want you to consult with them on a better feeding program. Be sure to stress the "no obligation" feature.

If the coupon is sizable and easy to clip, the farmer will be induced to sign it and send it in. After all, he will think, what has he to lose. Here is a chance to check up on himself to see whether he is getting the best out of his feeds. When a farmer gets into that frame of mind, the rest is up to you. The "no obligation" offer has gotten you into the farmer's barn, and he is willing to give you time. If your feeding program is right, you are going to get many customers over a period of time.

Other retail firms are using the "no obligation" feature heavily and are reaping profit from it. This promotional feature is a natural in the feed business when worked properly.

LIME CREST

Laboratory Controlled

TRACE MINERAL PRE-MIXES

an economical and effective means of adding trace minerals to formula feeds.

Standard and Custom-Blended Formulas

Chemical and spectrographic analyses, made by the Lime Crest Research Laboratory, control the quality of all Lime Crest trace mineral pre-mixes. Uniform distribution of the trace minerals in the pre-mixes is assured by the Lime Crest Blending Process. Lime Crest trace mineral pre-mixes are supplied in standard formulas or will be made according to specifications.

LIMESTONE PRODUCTS
CORPORATION OF AMERICA
BOX 27, NEWTON, NEW JERSEY

Providing the Modern Farmer with *Quality Controlled Feeds*...

...through the MASTER MIX DEALER

Each of the many ingredients that enter into the manufacture of Master Mix Concentrates and Straight Feeds are carefully controlled for quality from the source through to the feeder. Constant analyses by experienced chemists and nutritionists make certain that each ingredient conforms to the high Master Mix standard for potency, purity, and essential feeding qualities.

Such rigid "quality control" is just one of many reasons why thousands of growers of poultry and livestock have learned to prefer the Master Mix brand. It is another reason why so many Master Mix dealers have quickly developed substantial and profitable business operations.

A few selected locations are available for new dealerships. For full particulars mail the coupon below.

McMILLEN FEED MILLS, INC.
(of Tennessee)
Memphis, Tennessee

MASTER MIX FEEDS

McMillen Feed Mills, Inc. (of Tennessee)
2301 Latham Street, Memphis, Tenn.

Gentlemen:

I am interested in learning full particulars covering the establishment of a Master Mix dealership. It is understood that this inquiry will not obligate me in any way.

Name.....

Address.....

Town..... State.....

Present Brands Handled.....

CQ CQ CQ

?

Do You Want PURITY In Your Calcium?

. . . then here's something to think about . . .

Purity in Feeding Calcium depends largely on two important factors:

1. The purity and type of the limestone deposit.
2. The method by which the limestone is mined.

CQ Feeding Calcium comes from some of the world's finest high-calcium limestone deposits. It is mined year after year with mechanical equipment which eliminates the uncertainties of hand selection or quarrying of ledges of variable and uncertain chemical purity.

Write for analyses, samples and latest prices.

COLUMBIA QUARRY CO. · LIMESTONE · PRODUCTS

Columbia Feeding Calcium

Indixed — Manganesed
Free Flowing — Manicalized
Pellet Machine — Dustless
Cal-X Limestone Grit

Write for full information and latest prices.

COLUMBIA QUARRY CO.
1007 Washington Ave.
ST. LOUIS 1, MO.

The Magic Word "YOU"

By Edward Ritter

THERE'S a magic word in selling, Mr. Feed Dealer. It has more sales punch than any other word in our language, because it points the sales story right at its objective. Once you learn to use this word in its proper place, it will increase your sales considerably, without an extra red cent of expense.

What is this wonderful, magic word? You have used it time and again, without realizing it, perhaps. It has helped you make sales, but perhaps you didn't realize it at the time.

That word, Mr. Feed Dealer, is the personal pronoun "you."

Used in its proper place, this word is as powerful in the sales field, as the atomic bomb is in the field of material energy. When you use that word "you" in talking to a customer or a prospect, or in your newspaper or direct mailing advertising, you are pointing all your sales fire at one person, instead of sending birdshot all over the map.

Expert marketing men throughout the nation realize this phenomenal pull of the word "you." They have run test campaigns employing the word in sales programs and have found, almost 99% of the time, that sales rise when this word is incorporated into advertising and personal salesmanship.

Method Suggested

Herewith are a number of procedures you can use, Mr. Feed Dealer to get the "you" appeal into your merchandising program more effectively:

Make your advertising tell a sales story which appeals to your entire trade area, but which has individual appeal. This can be done through the right use of the word "you." Get that word into the headline, by saying, "You, too, can profit through use of our feed." Or, the advertiser can put a bit of challenge into the headline by saying, "You can put yourself on the profit road today by letting us help you with your feed program."

Through the use of the word "you," the dealer makes every farmer reading the ad, think that the ad is directed at him, and him alone. This is the secret of advertising with punch. This is the type of individual attention to ad copy which starts the prospect reaching for his pocketbook, ready to spend.

Let your ad facts inform the prospect about the excellence of your products and your service, your clean store, your friendliness and similar things, but make the major appeal to the magic "you" which is so important to everyone in this world.

"We can help you . . .," "You can equal this record," "You can win with our help." All employ the magic word properly, giving those phrases powerful appeal.

Relate the products you sell to the customer's individual need. There are many salesmen who are so enthused by the value of the product they sell that they talk too much about its excellence, its performance and its low price, forgetting too much the individual prospect's needs, his pride in ownership, his reactions to the thought of possession and other factors.

Product knowledge is important, but the sooner the salesman can bring the word "you" into the picture, the sooner he can tie the value of the product into the prospect's general requirements and make the sale.

The man who sells is a great deal like a good baseball pitcher. The pitcher has a glove and a ball and pitching knowledge and skill. Each batter has a bat and some natural ability. But the pitcher knows that some batters murder a certain type of pitch, while other batters whiff the air trying to hit those same

NATIONWIDE INTEREST !

This *Baughman* Feed Transport Body delivers mixed loads without bagging

Inquiries from practically every state in the Union resulted from the announcement of the BAUGHMAN Feed Transport Body. Progressive dealers everywhere recognize this as the efficient economical way to haul grain and feed.

SELF-UNLOADING SELECTIVE COMPARTMENTS deliver up to 6 separate orders to your customers' bins. Conveyor on top delivers anywhere in a complete circle from 4' to 17' above the ground . . . lies flat on top of body during transport.

Ruggedly built of alloy steel for more strength and less weight. Flat top . . . railings, ladders and manholes. Waterproof, wide-folding lids. **WRITE FOR PRICES AND FULL DETAILS.**

BAUGHMAN

BAUGHMAN MANUFACTURING CO., Inc.
795 Shipman Road — Jerseyville, Ill.

"There is a Baughman Distributor Near You"

DOUGHBOY PREMIUM PULVERIZED WHITE OATS

are OATS* all OATS* and nothing but OATS!*

*Doughboy Premium Pulverized White Oats contain only number 2 oats or better.

Doughboy INDUSTRIES INC
New Richmond • Wisconsin

pitches. And those who whiff some pitches clout other types for solid base hits.

The good salesman must use his merchandising knowledge just as the good baseball pitcher uses his pitching skill. It must fit each individual matter and customer. No one stereotyped approach will fit all customers.

Warm up the "you." The "you" person in you and me is a friendly sort of attribute. He likes to be friendly. If the salesman shows friendliness and consideration, the "you" says, "I like him. He's a swell fellow."

When a man walks into your store, you may say, "Hello, Bill," and he likes that, but if you say, "Hello, Bill, how are you?" he likes that still more because it is addressed to the "you" in him. He will reply to that second greeting.

And if you say, "Hello, Bill, how are you after that two weeks vacation up north?" he will positively beam, because it shows you recognize him and his importance and his actions.

One reason why many feed dealers like to go from farm to farm visiting prospects and customers, is that they then have the opportunity to talk to farmers directly, employing the "you" approach very often, as it applies to an individual farmer's problem. By appealing to the "you" in the prospect, the dealer shows him, without saying so, that he considers the prospect and his needs of greater importance than the product he is selling. Once he makes the prospect feel this way, the alert salesman then builds up the value of the product in the prospect's mind, by showing him how the product can fill the cusomer's need.

Appreciate the "you." The store which makes from 50 to 200 or more sales a day handles many customers, but at the time of sale, the opportunity exists to make each customer feel that his purchase, whether small or large, is appreciated and that the management will take good care of the customer when he comes back.

Nothing is more deflating to the "you" than to feel that he is forgotten immediately after the sale, while attention moves to the next customer. If the sale can be so made that the customer feels "waited on" or "thought of" until he leaves the store, then he will usually think of the store and its management with a warm glow in his heart.

It is for this reason that many store owners station clerks and others at the front door, greeting people and directing them where to go, and also to bid them good bye when they leave, inviting them to call again. Such actions, when possible, heighten the general feeling of satisfaction which the customer wants to carry with him as he leaves the store.

Look upon every customer with a thought in mind such as the following "you and your needs are important. I shall serve you to the best of my ability" and you will make more sales.

Use the magic word often. It very seldom wears thin.

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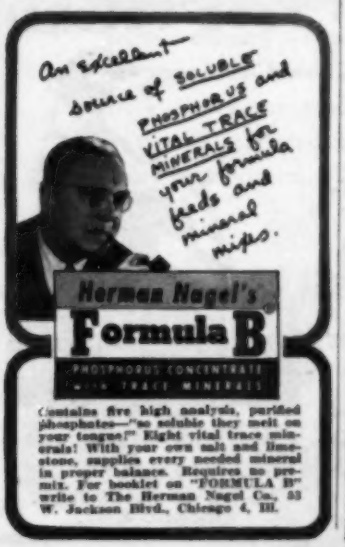

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DRIED CORN DISTILLERS SOLUBLES

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CONVENTION CALENDAR

Oct. 3-5—Ohio Poultry Industries Conference; Neil House Hotel, Columbus; managing director, C. L. Hill, Wellington.

Oct. 3-5—NEPPCO Mid-Century Exposition, Farm Show Bldg., Harrisburg, Pa.

Oct. 4-5—Association of American Feed Control Officials; Shoreham Hotel, Washington, D.C.; sec.-treas., L. E. Bopst, College Park, Md.

Oct. 6-7—Pennsylvania Millers & Feed Dealers Assn., convention and nutrition conference in co-operation with Pennsylvania State College; Hotel Brunswick, Lancaster, Pa.; sec., Jess P. Humpton, 38 E. Orange St., Lancaster.

Oct. 7-14—International Dairy Exposition; Indiana state fair grounds, Indianapolis, Ind.

Oct. 12-13 — Nebraska Formula Feed Conference, sponsored by Midwest Feed Manufacturers Assn., University of Nebraska College of Agriculture and Nebraska Department of Agriculture, University of Nebraska, Lincoln.

Oct. 25—Virginia State Feed Assn.; Hotel Roanoke, Roanoke, Va.; exec. sec., R. F. Frazier, P. O. Box 558, Richmond 4.

Oct. 26-27—Virginia State Poultry Federation; Hotel Roanoke, Roanoke, Va.; exec. sec., R. F. Frazier, P.O. Box 558, Richmond 4.

Oct. 26-27 — Oklahoma Formula Feed Conference at Stillwater; sponsored by Midwest Feed Manufacturers Assn., Oklahoma A. & M. College and Oklahoma State Board of Agriculture.

Nov. 2-3—Cornell Nutrition Conference for Feed Manufacturers, Statler Hotel, Buffalo, N.Y.; chairman, Dr. F. W. Hill, Cornell Poultry Dept., Cornell University, Ithaca, N.Y.

Nov. 3-4 — Michigan Associated Feed Men; Michigan State College, East Lansing; sec.-treas., John A. Krusoe, P.O. Box 472, East Lansing.

Nov. 8-9—Missouri Formula Feed Conference; University of Missouri, Columbia.

Nov. 9-10—Ohio Animal Nutrition Conference; Ohio State University, Columbus.

Nov. 15-16—Animal Industry Conference, Sacramento, Calif.; Governor's Hall; chairman, Dolph B. Hill.

Nov. 20-21—Western Grain & Feed Assn.; Hotel Fort Des Moines, Des Moines, Iowa; sec., Mark G. Thornburg, 432 Des Moines Bldg., Des Moines 9.

Nov. 27-29—Midwest Feed Manufacturers Production School, Hotel President, Kansas City, Mo.; sec., J. D. Dean, 20 W. 9th St. Bldg., Kansas City.

Nov. 29-Dec. 3—Rochester Poultry Show; Edgerton Park, Rochester, N. Y.; director of industry committee, Wm. F. Kaveny, Victor, N. Y.

Dec. 4-6—Montana All-Industry Poultry Show and Dressed Turkey Show; Montana State College, Bozeman.

Dec. 6-7—Michigan Turkey Growers Assn; municipal auditorium, Saginaw; sec.-treas., William A. Aho, East Lansing.

1951

Jan. 5-6—Kansas Seed Dealers Assn.; Hotel Broadview, Wichita, Kansas; sec., O. E. Case, 323 Wiley Bldg., Hutchinson, Kansas.

Jan. 8-9—Ohio Grain, Mill & Feed Dealers Assn.; Netherland Plaza Hotel, Cincinnati; acting sec. H. E. Frederick, P. O. Box 267, Marysville, Ohio.

Jan. 10-12—American Dehydrators Assn.; Broadmoor Hotel, Colorado Springs, Col.; sec., Lloyd S. Larson, 53 W. Jackson Blvd., Chicago 4.

Jan. 14-16—Southeastern Poultry & Egg Assn.; Municipal Auditorium, Atlanta, Ga.; exec. sec., R. F. Frazier, P.O. Box 558, Richmond 4, Va.

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4 CONSUMER DEMAND—Housewives the nation over love 'em for re-use in making many items from the colorful, attractive patterns.

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WITH THE RIGHT AMMUNITION TO "BAG THE LIMIT"

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CINCINNATI 32, OHIO

Group Reviews Progress

(Continued from page 18)

retary of the Association of Southern Feed Control Officials and president of the Association of American Feed Control Officials, who was present as a guest, gave the members some of the reasons why certain southern states believe mineral feed standards should be promulgated.

Other feed control officials present were Leslie E. Bopst, secretary of the national control group, and W. L. Griem, chemist in charge, Wisconsin feed control.

Charles Shuman, president, Illinois Agricultural Assn., Chicago, who was guest luncheon speaker, criticized farm products price supports as they are presently being administered. He said farmers were more interested in price stability which would eliminate extreme peaks and valleys than they were in fixed supports at high levels. The latter simply encourage surplus production with resultant financial burdens on taxpayers, farmers included, he said.

Mr. Shuman said the organization of farmers which he represents favors control of inflation by paying for the Korean war and rearmament program as we go. He blasted the Brannan farm program and said that Charles F. Brannan, secretary of agriculture, its author, did not know what he was talking about if he believed the two-price plan would solve the American agricultural problem.

Resolutions of sympathy were adopted to the memory of the following members of the association who died during the past year: Robert L. Cary, affiliated with the Oelwein Chemical Co.; E. Roth, American Potash & Chemical Corp., Chicago; R. L. Hedges, Columbian Hog & Cattle Powder Co.; R. L. Barrowman, Liberty Oil Co., Des Moines.

Entertainment included the usual Cow Hand Club cocktail hour, with W. H. (Tex) Bigelow, Stauffer Chemical Co., Chicago, as foreman in charge of "parking your guns at the door," and the annual banquet with a program of dinner music and floor show entertainment.

Chicago and the Bismarck Hotel were chosen as the site for the 1951 convention.

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Stanley N. Jones

REELECTED—Stanley N. Jones was reelected president of the Winnipeg Grain Exchange for his fifth term at the annual meeting held Sept. 13. In addition, Mr. Jones was elected chairman of the board of governors of the grain exchange. J. B. Lindsay and C. L. Simmonds are vice chairmen, and J. T. Irving secretary. The members of the board of governors are: (two-year term), B. R. Emerson, R. N. Hickman, A. Searle Leach, F. W. Parrish, R. A. Purves, Clarence H. Smith; (one-year term), H. L. Flood, Charles Kroft, K. A. Powell, D. G. Thomson.

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APF....and lots more, too!

Nutritionally-balanced feeds help produce prime finished turkeys. Successful turkey men have found that feeds fortified with Paproco west coast condensed fish solubles provide the essentials for economical turkey production. There are many reasons why Paproco-enriched feeds have proved their worth by actual performance. Paproco is the rich, natural source of the APF complex including Vitamin B-12 and the entire B-complex vitamin group, amino acids from fish proteins, and essential trace minerals. Combined with local ingredients, it adds a potent "punch" that speeds birds to market. Paproco west coast condensed fish solubles has done the job for others. Specify it in your feeds...then notice the difference!

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Sea-Maid 60-40 MIX

Composed of 40% PAPROCO highest quality West Coast condensed fish solubles and 60% top quality alfalfa leaf and dehydrated meal – measured and blended by a special process that insures outstanding results! Packed in 100-lb bags.

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Alfalfa Trading Limited by Small Arrivals

Trading in alfalfa hay at Kansas City again was limited by scant arrivals, according to the Production and Marketing Administration market news service.

The outstanding feature of the week was the arrival and sale of a choice car of well-cured extra green alfalfa which brought $32 ton. This was by far the choicest car of the crop to date. Arrivals totaled 19 cars, consisting mostly of medium quality alfalfa, much of which was wet and unfit for reshipment.

Demand for alfalfa was moderate with the top quality hay in best request. The medium grades sold well while the sample grade and out of condition lots moved slowly. Sales for the period included one car at $32, three at $28, three at $23, two at $22 and one at $21 ton.

In the Platte Valley of Nebraska a few cars of alfalfa moved direct on orders last week, but the bulk was shipped to terminal markets and milling interests. Twenty-four cars of baled alfalfa and 197 cars of meal moved from principal loading stations. First cutting and brown alfalfa moved at about $8@10 ton, second at $10@12, and third at $12@14, with $6@7 additional for baling and loading. Local feeding interests were active and bought some alfalfa for future delivery as high as $14 ton for field run first, second, third and fourth cuttings.

Dehydrating plants were busy on fourth cutting harvest and producing some excellent quality meal, some running around 20% protein. The price of meal was about steady at $47@50 for 17% dehydrated, f.o.b. Omaha and $57@60 for 20%. The bulk of the meal went direct on orders to scattered points in Iowa, Wisconsin, Illinois, Indiana, Ohio, with a few cars moving to eastern points. Milling interests were putting as much 20% meal as possible in local storage.

Weather was favorable for harvesting in the Larned, Kansas, area, and there was much activity in this alfalfa producing area. But owing to the rush of work and a busy season there was little movement from farms. Pasturage was good. Good quality alfalfa supplies were not large, and this class of hay held a strong position. There was no market or demand for lower grade and damaged offerings. Prices on top quality were steady to firm. Sales were at $25 ton at balers and $27 from storage barns. Excellent stands have been obtained on fall-seeded alfalfa, and it is making nice growth.

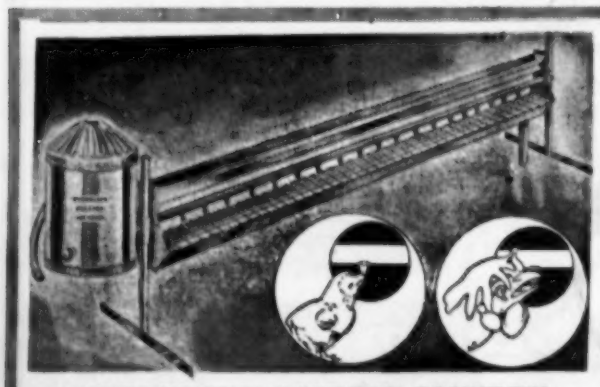
The prairie hay market at Kansas City was stronger following a clean up of heavy arrivals a week earlier and a sharp decline in current arrivals. Quotations were advanced about $1 ton on all grades. Receipts dropped to 16 cars, compared with 89 the previous week. While there was no material increase in demand the light offerings strengthened the market. Sales as reported included three cars at $15, one at $14, nine at $13, two at $12, three at $11, two at $10 and one at $8.50 ton.

TEICHGRAEBER ENLARGED

EMPORIA, KANSAS—Work has started on a large addition to the Teichgraeber Milling Co. elevator here. The elevator, with present capacity of 325,000 bu., will be enlarged by eight concrete storage tanks with four connecting bins to increase capacity by 240,000 bu.

TO REPLACE ELEVATOR

VAN WERT, OHIO—The Weiker Grain Co. has taken out a building permit for construction of a $35,000 elevator to replace one destroyed by fire in July.



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SIOUX CITY, IOWA
WICHITA FALLS, TEXAS

Price Supports

(Continued from page 18)

centages of the 1949 grains placed under loan will be redeemed by farmers and relatively less delivered to the CCC.

Reports on the 1949 loan program through June 30, 1950, show that about 90% of the oats and nearly 50% of the barley accounted for in the reports had been redeemed by farmers. Prices of these grains were near or above the loan rate during the first half of 1950. As was the case in 1948-49, however, practically all of the sorghum grains placed under loan were delivered to CCC.

While it is too early to estimate the final disposition of the 1949 corn placed under loan, early reports indicate that redemptions will be comparatively heavy. Through June 30 about 28 million bushels were redeemed by farmers, more than double the total quantity redeemed from the 1948 crop.

The accumulation of feed grains under price support during the past two years resulted in a large part of the July 1 stocks of feed grains being under price support. A summary of the approximate quantities of feed grains under support is shown in the accompanying table.

Corn, Oats and Barley—Total Stocks and Quantities Under Price Support, July 1, 1949 and 1950 (million bushels)

Item—	Corn 1949	Corn 1950	Oats 1949	Oats 1950	Barley 1949	Barley 1950
Under price support—						
Old grain resealed	....	*108.4	?	2.8	?	21.3
Under price support from preceding crop	547.9	†267.0	17.4	95.7	39.5	38.5
Owned by CCC**	....	313.4	?	11.0	?	32.3
Total	547.9	778.8	17.4	13.9	39.5	42.3
Not under price support††	744.9	642.2	277.8	199.4	61.5	38.8
Total stocks	1,292.8	1,421.0	295.2	213.3	101.0	80.8

Based on reports of the Production and Marketing Administration.

*1948 corn; includes 86.9 million bushels resealed from the loan program and 21.5 million bushels from purchase agreements.

†Included in "under price support from preceding crop."

‡Resealed 1946 grain minus quantities reported redeemed or delivered to CCC through June 30.

§Total placed under price support minus reported redemptions through June 30.

‖Preliminary estimates of quantities remaining under price support from 1949 program not elsewhere reported.

**Includes grain from 1948 and 1949 crops.

††Residual. Total stocks in all positions less quantities under price support.

These figures reveal that slightly over half of the combined stocks of old crop corn, oats and barley on hand July 1 were under loan or in government ownership. A little over half the corn and barley stocks were under price support. The bulk of the July 1 carryover of oats, however, remained outside the price support program. In addition the CCC owned about 66 million bushels (37 million hundredweight) of grain sorghum in early July.

While the CCC had disposed of considerable quantities of feed grains during the past year, the bulk of the corn and a considerable part of the oats and barley taken over from the 1948 crops were still held in government ownership on July 1, 1950. So far a large part of the sales of grain by the government have been for export. Total sales by CCC as summarized through June 30, 1950, were as follows: Corn, 63.3 million bushels; oats, 6.4 million bushels; barley, 19.2 million bushels, and sorghum grains 41.3 million bushels (23.1 million hundredweight).

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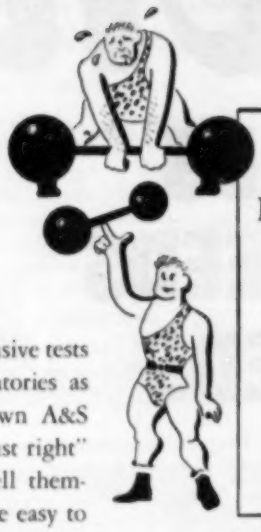

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★ **Ultra-Life Livestock Service is based on exclusive training in detecting and correcting nutritional deficiencies.**

An Ultra-Life trained serviceman gives you something exclusive to offer your customers and prospects; something that will help free you from the annoyance of price-competition; something that has already proved one of the most powerful new-business-getters in the history of the feed business. And this can be yours, without cost.

SOMETHING FOR NOTHING? No, not at all. We can afford to pay for customer service in your territory because we know it is a workable way to get new business. When your tonnage goes up, you use more of our products, and even though our profit per bag may be small, the increased volume takes care of the extra expense, and this is true, even though one bag of Ultra-Life is enough for many, many bags of finished feed. And another thing: Ultra-Way Poultry Technicians can earn a good proportion of their salaries through their culling charges.

INTERNATIONALLY FAMED SCHOOLS. Customer service work for you and other feed manufacturers is a serious business with us. Our schools for servicemen are exclusive; as far as we know, there are no other schools anywhere which give the same thorough training.

Our Livestock Training is also exclusive and extremely valuable, both to you as a feed manufacturer, and to us, as exclusive owners of the techniques and methods which our faculty has developed.

PRESENT ACHIEVEMENTS

Ultra-Life trained customer servicemen will probably help sell in 1950 over 12,000 carloads of finished feed; internally cull over 3,000,000 birds; service over 10,000 dairy herds.

These are big figures; they illustrate what Ultra-Life customer service is already doing to increase the business of Ultra-Lifed feed manufacturers.

A LIMITED TIME ONLY

Don't put off finding out about our plan by which we pay for service work in your territory. Territories are rapidly being assigned; your own territory may be open today and gone tomorrow.

To get the story of Ultra-Life customer service will cost you nothing; it may well be a turning point in your climb toward business success and financial independence.

MAIL COUPON NOW

Ultra Life Laboratories, Inc.

Main Office and Plant East St. Louis, Illinois

ULTRA-LIFE LABORATORIES, INC., East St. Louis, Ill.

Yes, we'd like to learn more about how we can use customer service work to increase our business. ☐

Please tell what we must do to enter a man in your Ultra-Way School of Internal Culling. ☐

Send details on your Livestock School for training customer servicemen. ☐

NAME OF MILL.....

ADDRESS.....

FB 2-50

☆ Classified Ads ☆

Classified advertisements accepted until Wednesday each week for the issue of the following Saturday. Changes of advertising copy in classified advertisements must be received by closing date of Saturday preceding date of issue.

Rates: 10¢ per word; minimum charge $2. Situations wanted, 5¢ a word; $1 minimum. Count words of signature, whether for direct reply or keyed care this office. If advertisement is keyed, care of this office, 20¢ per insertion additional charged for forwarding replies. Classified advertising rate not available for commercial advertising. Advertisements of new machinery, products and services accepted for insertion at minimum rate of $5.75 per column inch.

MACHINERY FOR SALE

JAY BEE HAMMERMILLS — NEW AND rebuilt—stationary and portable. Jay Bee of Texas, Dallas, Texas.

ROTARY DRYER, OIL HEATED, USED, reasonable. Eastern Stock Feed Co., 719 Kent Ave., Brooklyn 11, N. Y.

IF YOU ARE INTERESTED IN A NEW or used molasses feed mixer get in touch with us. Wenger Mixer Co., Sabetha, Kansas.

FOR SALE—TWO LATE MODEL LARGE size California pellet mills. Two Gruendler hammermills. Sabetha Machinery Co., Sabetha, Kansas.

WHEN YOU NEED NEW OR USED ELEvator or mill machinery, motors, etc., write McLaughlin, Ward & Co., 400 So. 23rd St., Jackson, Mich.

FOR SALE—ONE 10 BU. RICHARDSON automatic grain loading scale. Has never been uncrated. Write J. D. Infield Grain Co., P.O. Box 867, Springfield, Colo.

FOR SALE—NEVER BEEN UNCRATED— Midget Pepick Pellet Machines. We have two for sale—complete with motors. Will sell for one half cost. Write Sam Ross, Denison, Texas.

FOR SALE — ONE FARMWORTHY PRE-Mixer for molasses feed, complete with 3 H.P. direct connected motor at $196. Like new. Address 2174, Feedstuffs, Minneapolis 2, Minn.

FOR SALE—NO. 4A GOOD, USED 50 H.P. direct connected Anglo-American molasses mixer. One like new large hammermill. One small size Anglo-American molasses mixer. Wenger Mixer Co., Sabetha, Kansas.

ONE NO. 4 HAYNES MIXER COMPLETE with 7½ H.P. totally enclosed motor and bag roller, perfect condition, $625. One 15" Bryant two fan Hammermill with direct connected 40 H.P. motor and control, good condition, $975. One No. 1 Sidney Corn Sheller with 4x10 Ear Corn Elevator, $275. South Bend Elevator Co., 901 S. Olive, South Bend, Ind.

YOU CAN MINE GOLD WITH A PAIR OF ROLLS!

The KRIMPER-KRACKER

Grain Crimper

Only $274.50 UP

ARE YOU BIG . . . LITTLE?

Either way, you need a Davis Roller Mill to satisfy your customers' demand for

ROLLER CRIMPED GRAINS!

Today's road to riches is rolling grain for livestock feeding. We don't have to tell you that they've switched overnight from ground to roller-crimped feeds. More palatable, easily digested, dust-free, reduces wheezing, coughing and bloating in the feed lot.

SIZES UP TO 14,000 lbs. per hour!

Our roller mills, from the baby Krimper-Kracker (9x9" rolls), up to the Giants with 10x42" rolls are being shipped daily to eager buyers from Maine to California . . . even Canada!

Don't buck the trend, get yours now! We've deliberately designed it to outclass all competition, and we dare you to try and tear it up.

FREE Booklet. Send today your request for complete information and prices.

H. C. DAVIS SONS' MILL MACHINERY CO.

MACHINERY FOR SALE

FOR SALE—NEW 10 HP FAIRBANKS, Morse axial airgap motors. Rapids Machinery Co., Marion, Iowa.

FOR SALE—ONE TYPE Q 12-30 ALLIS Chalmers flaking and crimping roll. Wenger Mixer Co., Sabetha, Kansas.

FOR SALE: ONE COMPLETE ARNOLD Dryer with automatic feeder. Used very little. Address 2163, Feedstuffs, Minneapolis 2, Minn.

FOR SALE—ONE 50 H.P. NATURAL GAS Engine, starting air compressor included. West Alex Grain & Coal Co., West Alexandria, Ohio.

FEED MIXER, 1-TON CAPACITY, GUARanteed first-class throughout. 5 H.P. motor drive. Address 2174, Feedstuffs, Minneapolis 2, Minn.

NEW HOWE SCALE, 50-TON—REDUCED price—immediate delivery. Indiana Grain Machinery Corp., 420 South Meridian, Indianapolis, Ind.

ANDERSON EXPELLERS, FRENCH Screw Presses—all models, "as is" or rebuilt for specific materials. Pittock & Associates, Glen Riddle, Pa.

FOR SALE—SCHUTTE HAMMER MILL model 47 all steel construction. Factory rebuilt guaranteed like new. Address 2146 Feedstuffs, Minneapolis 2, Minn.

FOR SALE—60 HP TOTALLY ENCLOSED fan cooled Allis-Chalmers motor 3/60/220/440 1770 RPM. Used only 2 months. Address 2145 Feedstuffs, Minneapolis 2, Minn.

ONE GOOD USED HAYNES MOLASSES Mixer complete with hopper bin feeder and V-drive for 1,750 R.P.M., 10 to 15 H.P. motor. Wenger Mixer Co., Sabetha, Kansas.

WHEN YOU ARE IN THE MARKET FOR new or used mill machinery, electric motors or any other equipment, write J. E. Hagan Mill Machinery Co., P.O. Box 574, Jefferson City, Mo.

FOR SALE—TWO NEW 100 H.P. CENtury Electric Motors, 220-440 volt, 3-phase, 60-cycle, Ball-bearing Motors, 3,500 R.P.M. Union Service Co., 1203 Williamson St., Madison, Wis.

FAIRBANKS - MORSE DIESEL MOTOR, model 36 A, 4¼, 60 H.P.; 1,300 R.P.M.; electric starter and batteries; reconditioned. Address 198, Feedstuffs, Minneapolis 2, Minn.

FOR SALE — ROBINSON 15" HAMMERmill, Jay Bee 15", Bryant 13" and others. Priced right. Can furnish with rebuilt or new motors if desired. Write or phone us for information. Prater Pulverizer Co., Chicago 50, Ill.

ONE SECOND - HAND 1-TON SPROUT-Waldron Feed Mixer. One second-hand 20" Sprout-Waldron Attrition Mill. One second-hand 14" Portable Gas Driven Belt Conveyor. Address 2179, Feedstuffs, Minneapolis 2, Minn.

WE HAVE PORTABLE GRINDER—USED. Large size Bearcat, powered by V-belt drive. Large Buda engine. Mounted on 1941 Chevrolet, Cab-over-Engine, long wheel base. Truck complete. Desert Gold Turkey Farm, Liberty, Mo., Phone 498.

Screens - Hammers - Bearings

NEW and REBUILT MILLS

Write for Prices

INDIANA GRAIN MACHINERY Corp.

Indianapolis, Ind.

420 S. Meridian St. Riley 3235

Standard steel elevators, belt and bucket type, available from stock. Ten Heavy Duty sizes, from 300 to 10,000 Bu./Hr., for continuous service and four Light Duty sizes, from 110 to 750 Bu./Hr., for intermittent service. We also manufacture screw conveyors and hoppers. Send your requirements for complete information.

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Sheet Metal Fabricators

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WE DESIGN AND BUILD

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and all types of conveying, elevating and processing equipment

WE BUY & SELL NEW & USED MACHINERY & EQUIPMENT

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COMBS & CO.

308 Delaware, Kansas City, Mo.

Home of the "Quick-Rite" Bagging System

MACHINERY FOR SALE

PORTABLE MILL OPERATORS—GOOD used LO525 Buda engine for sale. Complete with carburetor, generator, and starter. Brown-Lipe single disc clutch included. Full price $400 f.o.b. McPherson, Kansas. Write Box 656, McPherson, Kansas.

FOR SALE—JAY BEE 4W DIRECT CONnected grinder with 75 HP G.E. motor, fully rebuilt same as new. Also 3W Jay Bee with 50 HP motor, No. 30 Blue Streak, 4W Jay Bee, no motor or base. Priced to sell. Edward J. Heck & Sons Co., 1102 Farnam St., Omaha, Nebr.

FOR SALE—AIR BLAST CAR LOADERS; four double stands, 9"x36" Allis-Chalmers ball-bearing, "B" drive, roll feed, roller mills; two 60- to 90-bu. per hour Columbian Feed Governors; one Invincible Giant Feed Packer; two 32"x8" Allis-Chalmers Differential Reels; one No. 3 Forster Bran Duster; one No. 0 Forster Bran Duster; one No. 3 Eureka Insuspension Wheat Scourer; two No. 13 Forster Wheat Scourers; seven No. 2 A Draver Style "J" Feeders; two Novadeles Feeders, Type N.B. 420, with motors; two No. 0 and two No. 1 Buckley Grinders; one Entoletar, 100-bu. per hour, Type W.F. BQ-1-871, Catalog No. 110414; one Kirk Wheat Dampner; eight metal dust collectors; nine Draver, wing type feeders, size No. 32 and No. 84 for master drive; two Union Special Bag Closing Machines, Type 80600 series; two Richardson 100-lb. soft feed scales; two 1-ton Horizontal Batch Mixers. J. E. Hagan Mill Machinery, P.O. Box 574, Jefferson City, Mo.

—FOR SALE—

SCALES AND CONVEYORS

15-ton truck scale, $495.00; 20-ton truck scale, $561.00; weighing beams for all makes; 20-foot floor to floor conveyor, $660.00; portable bag and box piler, $617.00; conveyor belting; also conveyors for handling bulk grain. Guaranteed equipment. Immediate shipment.

Bonded Scale & Machine Company

124 Bellview Columbus 7, Ohio

PHONES: Day—GArfield 2186

Evenings—UNiversity 2832

MACHINERY WANTED

WANTED—TWO SUPER DUO EXPELLERS —May consider Duo or RB for other operation. Address 1594, Feedstuffs, Minneapolis 2, Minn.

WANTED TO BUY — RICHARDSON scales, bag closing machines and other good mill, feed and elevator equipment. J. E. Hagan, P.O. Box 574, Jefferson City, Mo.

WANTED—USED BAGGING SCALES, OK, Exact Weight, Automatic, must handle 50-lb. paper, 100-lb. burlap bags, in good as new condition, at reasonable price. O. W. Meyer, Napoleon, Ohio.

SITUATIONS WANTED

SUPER-SALESMAN LOOKING FOR SUper-position with a super-feed concern. Address 2176, Feedstuffs, Minneapolis 2, Minn.

EXPERIENCED FEED & FLOUR SALESman open for position. Prefer territory in Arkansas. Am well known and can produce. Have car. Excellent references. Address 2165, Feedstuffs, Minneapolis 2, Minn.

TOP NOTCH FEED SALESMAN WITH proven sales and executive ability is contemplating a change. Will consider a position as sales manager or similar capacity with an aggressive and reputable feed concern. Address 2175, Feedstuffs, Minneapolis 2, Minn.

YOUNG FEED EXECUTIVE DESIRES POsition with reputable feed manufacturer. College degree, poultry and animal nutrition. Experienced in ingredients buying, formulation, merchandising and medicinals. Address 2181, Feedstuffs, 23 Beaver St., New York 4, N. Y.

SITUATION WANTED—CAPABLE SALESman with background of 25 years' sales experience in advertising, sales promotion and feed sales seeks affiliation with reputable manufacturer as salesman or sales promotional work. Resourceful, creative mind salesewise and have complete understanding all farm animal feeding and management, particularly in turkeys. Own late model automobile and free to move anywhere. Immediate availability. Compensation consistent with ability and results obtained. Address 2182, Feedstuffs, Rm. 719, 166 W. Jackson Blvd., Chicago 4, Ill.

SITUATIONS WANTED

YOUNG MARRIED MAN (33) WITH FARM background, plus six years' experience in feed business; manufacturing, buying ingredients, selling feeds, also experience in farm machinery lines in conjunction with elevator. Interested in settling in good farming community in Midwest with plans to buy into or take complete charge of elevator. Excellent references. Address 2177, Feedstuffs, Minneapolis 2, Minn.

HELP WANTED

WANT EXPERIENCED PROGRESSIVE man for superintendent of mixed feed plant. Growing business. Good opportunity. In southwest. Address 2154 Feedstuffs, Minneapolis 2, Minnesota.

SALESMAN WITH NUTRITIONAL BACKground. Mineral and basic feed concentrates. Liberal commission. Unlimited possibilities. Write R-C-S Corporation, Box 845, Sioux Falls, S. D.

SALESMEN WITH ANIMAL HEALTH AND nutritional experience—rapidly expanding company—salary, expenses and bonus. Write Bingman Laboratories, Inc., 1678 E. Main Street, Columbus, Ohio.

REAL OPPORTUNITY FOR PRODUCER IN a Kansas City brokerage office. Millfeed experience with flour mill or brokerage office helpful. Must be aggressive, good phone salesman, hard worker, good habits, draft exempt. Box 2159, Feedstuffs, 612 Board of Trade Bldg., Kansas City 6, Mo.

FEED STORE MANAGER TO OPERATE retail store and branch warehouse in town of about 10,000 for large feed manufacturer in Midwest. Must be 35 to 40 years of age and have experience in feed store operation. Address 2172, Feedstuffs, 612 Board of Trade Bldg., Kansas City 6, Mo.

WANTED—RELIABLE AND COMPETENT man to supervise and operate flour, meal and feed mill, doing wholesale and retail business. Expect to retire in a few years, therefore would consider a partner with the right qualifications. State full qualifications and age in first letter. Location Virginia. Address 2183, Feedstuffs, Minneapolis 2, Minn.

FEED SALESMAN—EXPERIENCED ONLY —Capable of developing into sales manager. Fine opportunity with rapidly growing mill selling throughout the Southeast. Prefer man acquainted with the trade in this area. Salary, expenses and bonus arrangement. Write, giving complete details, age, education, experience. Fortune Feed Mills, Nashville, Tenn.

BUSINESS OPPORTUNITIES

FOR SALE—ELEVATOR, FEED, GRAIN & coal business, central Illinois town. Address 2155 Feedstuffs, Minneapolis 2, Minn.

FEED MILL IN SOUTHEASTERN MICHIgan. Machinery new condition. Gross sales about $50,000 annually. Roy B. Miller, Realtor, 600 Gardner Bldg., Toledo, Ohio.

FEED PLANT AND CONCRETE ELEVAtor for sale—3-car capacity feed plant; 50,000 bu. concrete elevator; bargain; grain territory; 3-railroad point; large warehouses. Sam Ross, Denison, Texas.

FOR SALE — CALIFORNIA, TWO HOURS from San Francisco, manufacturing feed specialty, output sold yearly in advance, nets $40,000. Total price only $135,000, actual value of plant, equipment. Address 1719, Feedstuffs, Minneapolis 2, Minn.

WANTED TO BUY—UNUSED ELEVATOR, 15,000 to 25,000 bushel, flour mill or warehouse, suitable for conversion feed mixing operation, on railroad siding, hog raising and dairying section, Iowa, southern Minnesota, South Dakota. Address 2128, Feedstuffs, Minneapolis 2, Minn.

FEED BUSINESS OPENING—HAVE NUMber of well established retail feed stores for sale. All on profitable basis. Located in Seattle-Tacoma area. Sales expansion potential very good. Reasonable capital required and terms to right party with each. For further information write this paper. Address 2169, Feedstuffs, Minneapolis 2, Minn.

FOR SALE — TWO MINNESOTA FEED mill properties under one management, located within ten miles of each other, in good towns with strong local feed demand. Experimental farm is adjacent to one mill, and available; fine residence property may be included. Established feed brand has good acceptance. Write us for all details. Your full investigation welcomed, giving opportunity to check our appraisal and valuation. The B. J. Gibson Co., 21 East Georgia St., Indianapolis, Ind.

FOR SALE, LEASE OR PARTNERSHIP going formula feed mill in central Texas. Owner must devote full time to associated business interests. Will sell this mill, lease it or take into partnership young man who can make some investment and competent to manage business. Capacity 15,000 cwt. weekly. Sales tripled in past four years. Located in heart of rapidly growing poultry and dairy section. New mill machinery and delivery equipment, well organized sales force. Can furnish experimental farm facilities. Write Box 1988, Feedstuffs, 612 Board of Trade Bldg., Kansas City 6, Mo.

BABY CHICKS FOR SALE

HATCHING YEAR ROUND; 45,000 CHICKS per week; contact us for wholesale prices U.S. approved and pullorum passed. Morris Hatchery, 843 Jackson St., Morris, Ill.

ELEVATORS FOR SALE

HAVE A NUMBER OF GOOD GOING country elevators for sale in Indiana, Illinois and Ohio. Some will pay for themselves in one year good management. Owned mostly by older men wanting to retire. If you want to buy, see or write us your needs. Availability of most of our plants not publicly known. Most of them on good terms. Mid-West Business Exchange, Plymouth, Ind.

USDA TO SELL DENMARK NONFAT DRY MILK SOLIDS

WASHINGTON—Arrangements to sell 44,092,000 lb. (20,000 metric tons) of government-owned nonfat dry milk solids to the government of Denmark have been reported by the U.S. Department of Agriculture. This quantity, for use as animal feed, will be obtained from the oldest stocks in the government inventory.

As a result of this transaction, the Commodity Credit Corp. stocks will be reduced to about 318 million lb. out of a total of about 660 million lb. bought for price support by CCC during the past 18 months.

Prior to this, sales for export totaled 246 million pounds, donations for export about 27 million pounds, and distributions for domestic use about 26 million pounds.

Two Incomparable Feed Supplements under One Trade Mark

Extra Value
for your Customers
means
Extra Goodwill
for You!

FEATURE
EGGSHELL BRAND
PURE REEF SHELL

★HEAT-STERILIZED
★SOFT DIGESTIBLE
★CORRECTLY SIZED

SOUTHERN OYSTER SHELL MILLING CORP.
MOBILE ALABAMA

GEORGIA FIRM TO ENLARGE

UNADILLA, GA.—Plans for construction here of a livestock and poultry feed mill have been announced by the Dooly County Seed & Elevator Co. Approximately $50,000 has been invested in machinery and materials for the new mill, according to the announcement. The feed business will fit in with the company's present drying and processing plant activities and will utilize locally grown crops. The company is a partnership composed of J. N. Buff, Sr., Warren B. Hodge and L. D. Hamilton.

BALTIMORE'S EXPORTS DOWN 60% FROM 1949

BALTIMORE—Grain exports out of the port of Baltimore are down 60% from the total shipped during the first eight months of 1949.

Figures supplied by the Baltimore Chamber of Commerce show that from Jan. 1, 1950, to Aug. 31, 1950, only 29,851,776 bu. wheat, corn, oats, rye, barley and soybeans were exported out of Baltimore.

During the first eight months of 1949, the total was 73,843,785 bu.

The drop in grain exports is expected to continue.

The shipment of 100-lb. bags of flour has diminished nearly 50%. During 1950, Baltimore handled 826,588 sacks, as against 1,547,215 in 1949.

The 1948 total for bushels of grain moving through this port for foreign points was 30,689,430. The same year 1,263,823 bags of flour also were shipped.

COTTON GOODS INDEX 24.69

Bemis Bro. Bag Co.'s cotton goods index, a composite figure reflecting wholesale price of principal cotton cloth used in bag making expressed in cents a yard of cloth, is 24.69 compared with 17.01 a year ago. The Bemis composite figure reflecting duty paid for early shipments from Calcutta of lightweight and heavyweight burlaps expressed in cents a pound of cloth is 25.25 compared with 25.96 a year ago. The current index is based on Calcutta ceiling prices plus a permitted 5% commission.

SUPERINTENDENT NAMED

BAY CITY, MICH.—Ward E. King, with the elevator industry 35 years, has been made superintendent of the 35 storage silos of Bay City Storage, Inc., largest grain magazine in Michigan. With the Michigan Elevator Exchange, Port Huron, Mich., before accepting the new position, Mr. King will be able to devote more time to the firm than former superintendent Thomas R. Metzger, Greenville, Mich., it was announced. Mr. Metzger is associated with other granaries and a potato dehydration plant at Greenville. Other officers of the firm will remain the same. They are: John J. McGinty, vice president, and John E. Morrison, secretary-treasurer.

CALIFORNIA FIRM SOLD

SUSANVILLE, CAL.—The Lassen Co., farm and feed supply, on Highway 36 near here, has been sold to William A. Thompson by Albert Glass and Guy Ripley.

F. D. DIEFENDERFER DEAD

SHARPSVILLE, PA. — Fred D. Diefenderfer, 78, who had been associated with his son, C. Lloyd, in the operation of a feed mill for 22 years, died Sept. 18. His widow and a daughter also survive.

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Better Bags Are Made and Mente Makes Them!

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VITA-GEE

Live yeast culture — Natural high animal protein factor (B_{12}). Vita-Gee contains Vitamins essential for growth, development and reproduction. Vitamin assay guaranteed. Get details now.

Choice areas open for live distributors

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Be the FIRST to CASH IN with ASL BANARAT

Farmers want this completely NEW and DIFFERENT WARFARIN premix

We'll Help You Sell BANARAT

Send For **FREE** Newspaper Mats

Flashy Streamers
Folders
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NATIONALLY ADVERTISED FROM COAST TO COAST

You'll have to act fast if you want to be the first in your area to sell BANARAT with WARFARIN. Farmers are just waiting to be told where they can buy this revolutionary NEW warfarin premix, the rodenticide that offers really effective rat control for the first time.

Effective rat control

BANARAT is totally unlike any other rodenticide you've ever carried. Rats never suspect BANARAT baits. They keep eating it until they die gently of internal bleeding a few days later. BANARAT baits remain to effectively control any stray rats.

Get on the BANARAT bandwagon

Newspapers, magazines, tradepapers call warfarin the best rat control yet discovered. County agents are recommending warfarin. Now you can sell BANARAT warfarin premix — be ready to cash in when farmers ask you for BANARAT!

It's GUARANTEED!
When Used as Directed

ASL GUARANTEED **BANARAT**

Supplied by American Scientific Laboratories, Inc.

Box 232, Madison 1, Wisconsin

Stock up on BANARAT now!

Don't be left behind. Leading wholesalers handle BANARAT. Order through one of your choice! Or order direct, giving your wholesaler's name.

Fortify Your Mashes With

FOXCO FLAVITEIN

IT GIVES OUTSTANDING RESULTS

Because:

1. FLAVITEIN is richly endowed with animal protein factors. These encourage healthy growth.
2. FLAVITEIN has standardized riboflavin content derived from natural sources. This vitamin is mainly responsible for chick growth.
3. FLAVITEIN is extremely low in fibre. Has no filler or synthetics.
4. FLAVITEIN has high protein content of the greatest biological value . . . water soluble vitamins . . . and the essential Amino Acids.

Fortify your feeds with Foxco FLAVITEIN. You'll be surprised by the outstanding results.

Send for our 1950 Foxco Flavitein Mash Formulas . . . and other descriptive literature. Do it today.

A Product of

THE FOX COMPANY

Newfield, N. J.

What does DIXIE mean to You?

Dixie Feeds' consistent advertising leads feeders to the dealers who display the red, white and blue Dixie bag. Outstanding performance in increasing production and profit for feeders builds steady, repeat business. Write for complete information regarding availability of a valuable Dixie franchise in your locality.

DIXIE MILLS COMPANY

EAST ST. LOUIS, U. S. A.

DIXIE FEEDS

H. F. Sewell

R. D. Coursen

NEW ADVERTISING HEAD — R. D. Coursen, for the past year associate advertising manager of Northrup King & Co., Minneapolis, has been appointed advertising manager to replace H. F. Sewell, who retired from that position Aug. 31. Mr. Sewell handled the company's advertising program for 31 years. Mr Coursen previously had been associated with Pillsbury Mills, Inc., and Campbell-Mithun, Inc., Minneapolis advertising agency.

Oklahoma Pig Test Shows Aureomycin Growth Effect

STILLWATER, OKLA. — An 84-day feeding test has been completed on fattening pigs at Oklahoma A&M College.

There were noteworthy differences among the lots as to rate of gain but differences in feed consumed per 100 lb. of gain were not significant, according to G. A. Whatley, geneticist.

Four lots of weaning Duroc pigs, initially weighing 28 to 36 lb., were self-fed shelled corn, free choice, and four supplemental mixtures, self-fed, free choice.

Lot No. 1, fed a supplemental ration of fishmeal, tankage, cottonseed oil meal, soybean oil meal, alfalfa meal, trace mineralized salt, and bone meal, gained 1.52 lb. a day or 100 lb. per 331 lb. of feed.

Lot No. 2 had no fish meal but an animal protein factor supplement was substituted which contained aureomycin. These pigs gained 1.70 lb. a day. Lot No. 3 gained 1.73 lb. a day with fishmeal and tankage left out of the feed and calcium carbonate and an APF supplement containing aureomycin added.

In Lot No. 4 fish meal was not given but APF supplement containing vitamin B_{12} was added, producing a gain of 1.56 a day.

TETRAFUME

WEEVIL KILLER

DOUGLAS CHEMICAL & SUPPLY CO.
1324 W. 13th St., KANSAS CITY, MO.

Ask Us to Quote

Vegetable and Animal Proteins Millfeeds, Alfalfa Meal, Molasses and other Feed Products

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BOARD OF TRADE KANSAS CITY, MO.

What

means most to you in your formula?

FISH SOLUBLES, B_{12}, AUREOMYCIN, STREPTOMYCIN, TERRAMYCIN, ANTIBIOTICS or APF PRODUCTS?

We think they *all* do. That is why *Sol-O-Meens* contains them all. They are blended to the recommendations of the outstanding nutritionists of the country.

Better contact one of the warehouses listed below or write our office and we will tell you all about

Sol-O-Meens.

Write for information on our personalized formulas for custom mixers

W. C. PRATT COMPANY Inc.

20 NORTH WACKER DRIVE
CHICAGO 6, ILL.

Warehouse Stocks at

Grain Products Company
St. James, Minnesota

New Century Co.
3939 S. Union Ave., Chicago, Ill.

Green Bay Flour & Feed, Inc.
1011 S. Broadway
Green Bay, Wis.

United Distributing Co.
116 24th Ave. North
Minneapolis, Minn.

Priority for Molasses Unlikely as NPA Plans Issuance of Orders

WASHINGTON — The National Production Administration will invoke its first priority order this coming week for use only on military production orders. The priority will consist of a single top rating assigned to military contracts for use on suppliers to obtain prompt delivery of materials and components needed to complete military production.

This priority rating will not be available to essential civilian supply, it is reported at the Department of Commerce.

As an example of the workings of the priority order, a processor of burlap bagging having an order from a branch of the military could use the rating on supplies to obtain material ahead of all civilian production.

The same condition would apply to cotton textiles, alcohol, glycerine, molasses and other materials or components necessary to fill military orders. Essentially the priority order will be a single band rating which will be extendable by the prime contractor on military orders all the way through sub-contracting levels.

It is forecast, however, that at the start the priority rating will be used only to obtain hard-to-get components and certain metal supplies. It would not be available to obtain common staple items such as typewriters or other products of that nature.

How far it might be applied as stocks tighten remains to be seen. It is understood that under the terms of the priority rating, it is conceivable that a producer of alcohol for a synthetic rubber contract might serve his priority rating on holders of molasses stocks.

Officials at the Department of Agriculture were quick to warn, however, that it is unlikely that this condition will occur. They say that the USDA has been working in close cooperation with the Department of Commerce and that it will act to protect essential domestic civilian industry from loss of adequate supplies.

USDA officials do not see any immediate danger that alcohol producers will use a NPA priority rating to drain off the remaining small stocks of molasses at this time for alcohol production. Policy at USDA is that it favors the use of grains for alcohol production.

In examining the position of USDA in this connection, it is significant that officials of that department at the operating levels were not informed as to the planned priority action by NPA and could not explain how far the military priority rating could be extended.

In other quarters at USDA there is a strong opinion that the Department of Agriculture should buy the entire 1951 Cuban blackstrap molasses crop and allocate it among domestic users. This recommendation, however, is contrary to the current policy line being followed by the USDA front office.

The argument advanced for preclusive buying of the Cuban blackstrap molasses crop is that such an action would halt an inflationary price advance in this commodity. Proponents cite the zooming prices for rotenone and pyrethrum in Latin America during World War II when a tight supply was at the demand of competitive foreign buyers, making it necessary for the U.S. government to contract for the entire supply at a fixed price.

Trade sources say that no matter what decision is made regarding the off-shore molasses crop, there will be a very tight situation next year confronting the formula feed industry. In some quarters there is a disposition to recommend that the USDA buy sufficient off-shore molasses to meet feed industry requirements for the coming year.

One factor which might make the potential use of NPA priority ratings on molasses stocks academic now is that it may be some time before the synthetic rubber industry gets into full swing and have need for heavy supplies of industrial alcohol. By the end of February, 1951, new crop Cuban blackstrap molasses will be available although in reduced volume from last year.

DISTANT PROTEIN MEAL FUTURES SHOW STRENGTH

MEMPHIS — Distant deliveries of soybean oil meal futures on the Memphis Merchants Exchange began to show slight strength this week, but the over-all trend of the market was pretty much indecisive. Trading was quiet as an attitude of caution developed with the much improved news from the Korean War.

A small volume of buying came into the cottonseed oil meal side of the market on rains in the Cotton Belt but was insufficient to stem a downward tendency that carried prices 50¢@$1.50 ton lower for the week ending Sept. 26. During that same period the nearby October and December deliveries of soybean oil meal lost 25@50¢ ton while the distants gained that same amount.

The action had the effect of reversing the trend of widening differences between the two proteins, a trend that had been particularly strong in recent weeks. Discounts for soybean oil meal under the cottonseed protein were cut about $1 ton during the week.

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THE FEED MARKETS

★ ★ ★ ★ ★

Demand — Supply — Trends — Prices

Quotations on feed ingredients shown in these and adjoining columns are wholesale prices, per ton, bagged, for prompt delivery, unless otherwise noted. They are the latest quotations available by mail from Feedstuffs correspondents, but are not necessarily those in effect on date of publication. The prices represent fair average trading values and do not necessarily represent extreme low or high levels at which individual sales might have occurred. A descriptive summary of supply and demand factors prevalent in the feed market appears on page 2.

ALFALFA MEAL

Minneapolis: Although demand is not particularly heavy, prices advanced further as distress lots disappeared from the market and sellers found themselves in a stronger position. Quotations: 17% dehydrated, 100,000 units of vitamin A $57; 20 to 22% $66; 15% suncured No. 1 fine ground $65.

Indianapolis: Demand fair; trend steady; supply ample; western suncured meal, 13% $60, dehydrated, 17% $62.

Memphis: Demand fair; trend steady; supply ample; dehydrated, 17% protein, guaranteed 100,000 units vitamin A $57; No. 1 fine suncured $48.20, No. 2 medium $41.20.

Ft. Worth: Demand light; offerings more liberal; dehydrated, 100,000 A, 17% $55, delivered TCP, immediate.

Seattle: Demand slow; supply ample; $46 ton, carlots, 16% fine grind suncured, prompt; $55 ton, carlots, 17% protein and 100,000 A units dehydrated, prompt.

Kansas City: Demand only fair; supply fair; market steady with tone stronger; 17% dehydrated alfalfa meal with 100,000 units of vitamin A guaranteed on arrival spot shipment $59@61 sacked, Kansas City, first half October $62@63 sacked, Kansas City.

Portland: Demand slow; trend lower; supply ample; dehydrated $44, f.o.b. California; suncured $36, f.o.b. Idaho.

Omaha: Demand fair; supply good; suncured $42; dehydrated, 20% $60, 17% $49, 15% $45.

Cincinnati: Demand fair; trend steady; supply plentiful; dehydrated, 17%, 100,000 units vitamin A $59.50.

Philadelphia: Demand fair; supply adequate; 17% dehydrated, guaranteed $65.

Milwaukee: Demand and supply fair; western dehydrated, 17% $53.50@54.50, 20% $58.50@61.50; suncured, 15% $47, 15% $49.

Boston: Demand fair; supply improved; dehydrated, 17% $61.95; suncured, 15% $56.15.

St. Louis: Demand fair; supply ample on dehydrated, limited on suncured; dehydrated, 17% $57.40, 100,000 A, St. Louis; western suncured leaf $60.40, No. 1 fine $47.40, No. 1 medium $44.40, St. Louis.

New Orleans: Demand fair; trend easy; supply plentiful; 17% $57@59, 15% $54@55, 13% No. 1 $48@51.

Chicago: Demand improved some; supply adequate; 17% dehydrated, 100,000 A $57, 20% 150,000 A $67; suncured, 17% No. 1 fine ground and 15%, no quotations.

Buffalo: Demand steady; trend firm; supply good; 17% $59@60, 20% $65@70; suncured No. 2 $46@47.50.

Los Angeles: Demand good; trend steady; supply ample; 17% dehydrated $53; 15% suncured $38.

BARLEY FEED

San Francisco: Demand good; supply ample; standard rolled $55, rabbit $60.

Ogden: Supply normal; rolled $44@48, whole barley $42@46.

Philadelphia: Demand slow; supply moderate; pulverized $65.50.

Portland: Demand good; trend higher; supply ample; rolled $63, ground $61.

Seattle: Demand fair; supply good; whole $58, ground $58, rolled $61 ton, all ex-warehouse, l.c.l.

Indianapolis: Demand slow; trend unchanged; supply ample; pulverized barley $53, whole barley $71, crimped barley $80.

Baltimore: Demand slowed up; supply adequate; $55.

Chicago: Demand slowed up; supply adequate; $47.

Boston: Demand poor; supply ample; $54.

Milwaukee: Demand fair on pulverized, good on needles; supply ample on pulverized, fair on needles; pulverized, white $53, feed $48, needles $1.12@1.18 bu.

New Orleans: Demand poor; trend steady to higher; supply light; pulverized $58@59.

BLOOD FLOUR

New Orleans: Demand fair; trend stronger; supply adequate; $125@130.

BLOOD MEAL

San Francisco: Demand fair; supply ample; $8.10 a unit of ammonia; screened blood $8 a unit of ammonia.

Los Angeles: Demand good; supply ample; $8 a unit of ammonia.

Denver: Demand fair; trend weak; supply ample; $125.

New Orleans: Demand fair; trend stronger; supply adequate; $125@130.

Kansas City: Demand fair; market steady; $140@150 sacked, Kansas City.

Portland: Demand good; trend lower; supply ample; $130.

Seattle: Demand steady; supply fair; $125 ton, f.o.b. local packing plants.

BONE MEAL

New Orleans: Demand fair; trend stronger; supply light; $60@62.50.

San Francisco: Demand fair; supply ample; $57.50.

BONE MEAL (STEAMED)

San Francisco: Demand fair; supply ample; domestic; branded bags $65, imported $68.

Denver: Demand good; trend steady; supply adequate; $95.

Buffalo: Demand slow; trend easier; supply good; $3.45@3.60 cwt.

Kansas City: Demand fair; supply adequate; $85@92 sacked, Kansas City.

Cincinnati: Demand and supply good; trend steady; $75 ton, sacked, f.o.b. Cincinnati.

Chicago: Demand fair; supply light; $80.

Boston: Demand good; supply limited; $70.

St. Louis: Demand fair; supply adequate; $90 sacked.

New Orleans: Demand good; trend stronger; supply limited; $66@70.

Portland: Demand good; trend lower; supply ample; $76.

Ft. Worth: Demand slow; supply sufficient; carlots, special steamed imported, 50% protein, 14% phosphorus, 72% B.P.L. $3.75@3.80; l.c.l. $4.95, f.o.b. Ft. Worth.

Indianapolis: Demand fair; trend lower; supply ample; $82 ton, sacked.

BREWERS' DRIED GRAINS

San Francisco: Demand good; supply adequate; $49.

Buffalo: Demand barely steady to slow; trend easier; supply good; $50@52.75.

Philadelphia: Demand fair; supply sufficient; $53.

Chicago: Demand quiet; supply ample; $48.50@50.

Milwaukee: Demand and supply fair; 22% $46.50@47, 24% $47@47.50, 26% $48@48.50.

Boston: Demand good; supply improved; $53@55.

St. Louis: Demand and supply good; $49 bulk.

New Orleans: Demand fair; trend steady to higher; supply adequate; $52@55.

Cincinnati: Demand poor; trend steady; supply adequate; $50@52.

Ft. Worth: Demand fair; supply moderate; carlots $52.30, delivered Ft. Worth, October.

BREWERS' DRIED YEAST

Cincinnati: 8¢ lb. in carlots.
New York: 8¢ lb. in carlots.
New Orleans: 8¢ lb. in carlots.
Pittsburgh: 8¢ lb. in carlots.
Chicago: Demand fair; supply adequate; 8¢ lb., carlots.
St. Louis: Demand improved; supply plentiful; 8¢ lb. in carlots, St. Louis.
San Francisco: Demand fair; supply adequate; 7½¢ lb.

BUTTERMILK, CONDENSED

Philadelphia: Demand fair; supply sufficient; $4.50.

San Francisco: Demand fair; supply good; $5.35 cwt.

Milwaukee: Demand light; supply ample; 27% $3.75@4.25 cwt.

Minneapolis: Market steady; demand fair; supplies ample; $4.50 cwt.

Chicago: Demand slowed up; supply ample; $3.75@4.

Los Angeles: Demand good; trend steady; supply ample; $5.45 cwt. in barrels; $5.95, 100-lb. kegs.

Ogden: Supply average; $5.50, 100-lb. drum.

Indianapolis: Demand fair; trend steady; supply ample; $4.70, 100-lb. bags; in barrels $4.95.

CALCITE CRYSTALS AND FLOUR

Boston: Demand steady; supply ample; crystals $11.95, flour $9.95.

New York: Demand steady; supply ample; crystals $10.96, flour $9.96.

Buffalo: Demand steady; supply ample; crystals $11.55, flour $9.55.

Toledo: Demand steady; supply ample; crystals $12.95, flour $10.95.

CALCIUM CARBONATE

Los Angeles: Demand good; trend steady; supply adequate; meal $8.60.

Denver: Demand and supply fair; trend steady; $15.

Minneapolis: Prices depend on potency of mix; KI .5 and 25-lb. $$MnSO_4$$, 100-lb. lots $14.90, plain calcium $9.50 ton; .5 KI $12.50.

New Orleans: Demand fair; trend steady; supply adequate; plain $12.

Portland: Demand good; supply ample; trend unchanged; $12.

Seattle: Demand steady; supply good; $12 ton, ex-warehouse, truck lots.

CHARCOAL

San Francisco: Demand steady; supply ample; $59.50.

Los Angeles: Demand fair; trend steady; supply ample; $66.

Chicago: Demand fair; supply not plentiful; $73.

Boston: Demand and supply light; $60, nominal.

New Orleans: Demand poor; trend steady; supply light; $87.50@90.

Kansas City: Demand and supply good; $50@60 sacked, f.o.b. plant, depending on grade and bag size.

Portland: Demand good; supply ample; trend unchanged; $95.

COCONUT MEAL

San Francisco: Demand fair; supply ample; $62.

Los Angeles: Demand slow; trend weak; supply ample; spot $66@68, offshore $65@66.

Bayonne, N.J.: Demand fair; trend steady; supply good; solvent extracted $62.50 ton, sacked.

Portland: Demand fair; trend lower; supply limited; $71.

Seattle: Demand slow; supply limited; nominal $70 ex-dock for imported material, 30- to 45-day arrival—market very dull.

COD LIVER OIL (FORTIFIED)

New York: Demand good; trend steady; 400 D, 1,500 A 23½@25¢; 400 D, 2,250 A 27½@29¢; 400 D, 3,000 A 30½¢; 800 D, 1,500 A 25½@27¢; 800 D, 2,250 A 29½@30½¢; 800 D, 3,000 A 32½@34¢.

Boston: Demand good; supply ample; 800 D, 2,250 A 29½¢ lb.; 400 D, 1,500 A 24½¢; 400 D, 2,250 A 28¢.

COLLOIDAL PHOSPHATE

Chicago: $22, carlots.
Kansas City: $21, carlots.
St. Louis: $20.50, carlots.
Des Moines: $22, carlots.
Philadelphia: $21, carlots.

CONDENSED FISH SOLUBLES

Boston: Demand fair; supply adequate; tank cars 5¢ lb.; drums 6¢ lb.

CORN GERM MEAL

St. Louis: Demand poor; supply very good; $46 bulk.

New Orleans: Demand slow; trend steady; supply adequate; $49@51 bulk.

CORN GLUTEN FEED AND MEAL

(All quotations for all cities are sacked basis; bulk basis $5.50 less)

Minneapolis: Feed $53.65, meal $79.65.
Atlanta: Feed $60.04, meal $86.04.
Birmingham: Feed $58.49, meal $84.49.
Boston: Feed $57.98, meal $83.98.
Chicago: Feed $48.50, meal $74.50.
Cleveland: Feed $54.78, meal $80.78.
Denver: Feed $56.53, meal $82.53.
Ft. Worth: Feed $55.19, meal $81.19.
Indianapolis: Feed $51.52, meal $78.52.
Kansas City: Feed $48.50, meal $74.50.
Louisville: Feed $53.96, meal $79.96.
New Orleans: Feed $56.53, meal $82.53.
New York: Feed $57.56, meal $83.56.
Norfolk: Feed $58.95, meal $82.95.
Philadelphia: Feed $57.15, meal $83.15.
Pittsburgh: Feed $55.19, meal $81.19.
St. Louis: Feed $48.50, meal $74.50.

COTTONSEED OIL MEAL

Indianapolis: Demand fair; trend downward; supply normal; 41% $85.

Memphis: Demand good; trend steady; supply fair; prime 41% protein $73.

Wichita: Demand slow; supply sufficient; 41% $83.

Ft. Worth: Demand slow; supply light; 41%, f.o.b. oil mills, $75 Ft. Worth, $75@76 at interior oil mills in north and west Texas, $73@75 south Texas, October.

Seattle: Demand slow; supply ample; 41% protein $82, delivered Seattle, carlots; $83 ton, ex-warehouse, truck lots; imported $78, ex-dock.

Portland: Demand good; trend lower; supply ample; $65, f.o.b. San Joaquin Valley points.

Chicago: Demand quiet; supply light; $79.90.

New Orleans: Demand good; trend down slightly; supply ample; 41% $90@91.

Boston: Demand light; supply irregular; $85.

Omaha: Demand fair; supply short; $84.

Cincinnati: Demand poor; trend steady to easy; supply adequate; $78.50.

Philadelphia: Demand quiet; supply moderate; $87.

Ogden: Supply normal; 41% $75@80.

Kansas City: Demand only fair, market easier; supply fair; $71@73.50 sacked, Memphis for immediate shipment; $69.50 for all October.

Denver: Demand and supply fair; trend steady; $85.

Los Angeles: Demand fair; trend weak; supply ample; $71.

San Francisco: Demand fair; supply ample; $72.50@73.50.

Buffalo: Demand good; trend higher; supply short to fair; 41% $86@87.40.

A AND D FEEDING OIL

Milwaukee: Demand good; supply fair; straight oil, $5 D $1.37, 100 D, 450 A $1.47; concentrated vitamin oil, 400 D, 750 A 29½¢, 400 D, 500 A 24½¢, 400 D, 2,250 A 29½¢.

Boston: Demand good; supply adequate; 800 D, 1,500 A 25½¢ lb.; 400 D, 2,250 A

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27½¢; 400 D, 1,500 A 24¢; 400 D, 750 A 26¢.

New York: Demand good; trend steady; 400 D, 750 A 18@21½¢; 400 D, 1,500 A 22½@25½¢; 400 D, 2,250 A 26½@29¢; 800 D, 1,500 A 24½¢; 800 D, 3,000 A 24¢.

DEFLUORINATED PHOSPHATE

Wales, Tenn.: $59.75.
Columbus, Ga.: $47.
Tupelo, Miss.: $47.
Coronet, Fla.: $45.
Houston: $61.
New Orleans: Demand good; trend steady; supply ample; $54.
Seattle: Demand steady; supply ample; Curacao rock $53 ton, ex-warehouse, l.c.l.

D ACTIVATED ANIMAL STEROL, POWDERED

New York: Demand fair; trend steady; supply sufficient; 13@15¢.
Kansas City: Demand and supply steady; 14¢ lb.

DISTILLERS' DRIED GRAINS

Buffalo: Demand and trend steady; supply good; dark $53.50@54.50, light $50.50@52.
San Francisco: Demand fair; supply ample; solubles $98.
New York: Demand quite good; trend steady; supply adequate; solubles $70, grains $58.
Milwaukee: Demand fair; supply good; $57.
Boston: Demand and supply fair; light $52.75, dark $52.50.
New Orleans: Demand fair; trend steady; supply adequate; 28% $52@54.
Portland: Demand fair; trend lower; supply ample; solubles $74.
Philadelphia: Demand slow; supply fair; $58.
Cincinnati: Demand poor; trend steady; supply adequate; $50.
Ft. Worth: Demand dull; supply ample; dark corn $54.28, delivered Ft. Worth.

DRIED BEET PULP

San Francisco: Demand good; supply ample; $42.60.
Los Angeles: Demand good; trend steady; supply ample; $41 in paper; $45.50 in burlap.
Milwaukee: Demand good; supply scarce; old crop $54, molasses $59.
Boston: Demand fair; supply good; $55.
New Orleans: Demand light; trend slightly lower; supply scarce; $49@51.
Denver: Supply none (between crops).
Buffalo: Demand only fair; trend easier; supply good; $50@52.
Ogden: Supply scarce; new crop expected next week; $44@48.
Portland: Demand slow; trend higher; supply ample; $52.
Seattle: Demand steady; supply ample; $49 ton, ex-warehouse, truck lots.

DRIED BUTTERMILK

Buffalo: Demand steady; supply good; trend firm; 9@9¾¢ lb.
San Francisco: Demand fair; supply ample; $9.75.
Minneapolis: Market firm; supplies tight; demand steady; $9.75 cwt.
Chicago: Demand improved; supply light; $10@10.50.
Milwaukee: Demand good; supply scarce; $10 cwt.
Boston: Demand good; supply adequate; 9½@10¢ lb.
New Orleans: Demand good; trend steady; supply ample; $9.50@10 cwt.
Ogden: Supply normal; $8.50, 100-lb. bag.
Omaha: Demand slow; supply good; $10.
Ft. Worth: Demand very light; supply limited; local and nearby production $9@10, f.o.b. Ft. Worth.
Wichita: Demand fair; supply ample; $9.50 cwt.
Indianapolis: Demand fair; trend unchanged; supply moderate; $9.75 cwt.

Dehydration Engineering and Equipment
McGehee Company
620 W. 26th St. Kansas City 8, Mo.

DRIED CITRUS PULP

Los Angeles: Demand good; trend firm; supply ample; orange pulp $52.50, f.o.b. producers' plants.
New Orleans: Demand limited; supply adequate; trend steady; $45@48, f.o.b. shipping points.
Ft. Worth: Demand limited; supply moderate; $45@46; citrus meal $47@48, f.o.b. Rio Grande Valley points.
San Francisco: Demand fair; supply ample; $55.50.

DRIED SKIM MILK

Buffalo: Demand steady; trend firm; supply good; 9@9½¢.
San Francisco: Demand fair; supply ample; $9 cwt.
Minneapolis: Market stronger; supplies tight; demand steady; $10 cwt.
Chicago: Demand fair; supply tight; $11@11.50, nominal.
Boston: Demand fair; supply ample; 9¾@10¢ lb.
New Orleans: Demand good; trend firm; supply limited; $9.75@10 cwt.
Milwaukee: Demand good; supply scarce; $10 cwt.
Los Angeles: Demand good; no offerings; no quotations.
Philadelphia: Demand moderate; supply ample; $10.25.
Portland: Demand good; trend higher; supply ample; $10.
Seattle: Demand fair; supply good; $10.50 cwt., ex-warehouse, l.c.l.

DRIED WHEY

Buffalo: Demand steady; supply good; trend firm; 6¾@7¼¢ lb.
San Francisco: Demand steady; supply good; $7 cwt.
Los Angeles: Demand fair; trend steady; supply ample; $6.75 cwt.
Denver: Demand fair; trend steady; supply adequate; $7.
Kansas City: Demand fair to good; supply ample; $6.50 cwt. for either straight grade or fortified; l.c.l. 25¢ cwt. higher.
Ogden: Supply normal; $7.50, 100-lb. bag.
Philadelphia: Demand fair; supply moderate; $7.
Portland: Demand good; trend lower; supply ample; $6.75.
Seattle: Demand steady; supply ample; $7.50 cwt., ex-warehouse, l.c.l.
Ft. Worth: Demand fair; supply adequate; carlots $8.50 cwt., sacked, delivered Ft. Worth or any Texas point, or in ton lots out of warehouse, Ft. Worth.
Minneapolis: Market steady; demand fair; supplies ample; $6.25@6.50 cwt.
Boston: Demand fair; supply steady; 6¾@7¢ lb.
New Orleans: Demand fair; trend steady; supply ample; $6.50@7 cwt.

FISH MEAL

Ft. Worth: Demand fair; supply adequate; 60% protein, blended, West Coast origin $128.50, delivered TCP.
Seattle: Demand slow; supply ample; $1.90 a unit of protein, f.o.b. car Seattle, carlots, for Alaska herring meal.
Portland: Demand slow; trend lower; supply limited; $1.90 a unit.
Ogden: Supply normal; $2.95 a unit, f.o.b. Coast; 65% $240@245.
Minneapolis: Market steady; demand fair; supplies ample; 70% meal $1.90 a unit of protein, West Coast; 60% meal $1.90@1.95 a unit.
New Orleans: Demand fairly good; trend easier; supply ample; $135@140, f.o.b. Gulf ports.
Boston: Demand improved; supply adequate; $2.13 a protein unit; ton $128.
Milwaukee: Demand and supply fair; 60% $158@160.
Chicago: Demand improved; supply tightening up in East; 60% protein $130, f.o.b. East Coast; 60 to 65% protein $115 ton, f.o.b. Seattle.
Buffalo: Demand steady to slow; trend trifle easier; supply good; $115@120, basis Boston.
Los Angeles: Demand slow; trend weak; supply ample; tuna meal $1.90 a unit of protein; new crop sardine $2@2.10 a unit.
San Francisco: Demand fair; supply ample; sardine meal $2.25 a unit of protein.

HAY

Wichita: Demand low for prairie, good for alfalfa; supply sufficient for prairie, scarce for alfalfa; prairie $13@15, alfalfa $22@30.
Seattle: Demand steady; supply ample; baled alfalfa, $35, delivered truck lots, western Washington common points for U.S. No. 2 green.
Philadelphia: Demand steady; supply average; timothy and clover $24@28.
Ogden: Supply normal; $1 bale; $18@21 ton, baled, in barn.
Ft. Worth: Demand slow; supply plentiful; carlots, prairie, No. 1 $22@24, No. 2 $20@22; Johnson grass, No. 1 $22@24, No. 2 $20@22; baled No. 1 alfalfa, Oklahoma-Texas origin $32@35, No. 2 alfalfa $29@32, delivered TCP.
New York: Demand good for higher grades; trend firm for top grades; supply not pressing; timothy, No. 1 $41@43, No. 2 $35@39, No. 3 $27@32.
Los Angeles: Demand good for high quality; trend unsettled on poor grades; supply ample; baled alfalfa, U.S. No. 1 $27.50@28.50; U.S. No. 2 leafy $26@27; U.S. No. 2 green $25@26.50; U.S. No. 2 $22.50@24.
New Orleans: Demand slow; trend steady; supply sufficient; timothy $28@30, baled alfalfa $25@26.50, prairie $20@21.
Boston: Demand steady; supply ample; No. 2 timothy $26@35, No. 2 red clover mixed, 50% $38@40; second cutting alfalfa $48@50; oat straw $28.

HOMINY FEED

Indianapolis: Demand fair; trend unchanged to higher; supply ample; $64 ton, delivered Indianapolis, including state tags and used bags; ground corn $68.
Chicago: Demand quiet; supply light; $56@57, nominal.
Milwaukee: Demand good; supply scarce; $55.50.
Boston: Demand fair; supply improved; $65.50.
New Orleans: Demand fair; trend higher; supply adequate; white or yellow $59@59.50.
Memphis: Demand poor; trend lower; supply ample; white $52, yellow $54.
Omaha: Demand fair; supply good; $53.
Cincinnati: Demand good; trend steady; supply somewhat limited; $60@61.
Buffalo: Demand steady to slow; trend easier; supply good; yellow $62@63.30, white $59.50@62.30.

LINSEED OIL MEAL

New Orleans: Demand quiet; trend firm; supply limited; 34% or better $79.50@80.50.
Boston: Demand light; supply adequate; $68.20, bulk.
Milwaukee: Demand good; supply fair; 34% $68.50, 36% $67.50.
Indianapolis: Demand fair; trend lower; supply sufficient; 36% old process $75.
Wichita: Demand slow; supply sufficient; 34% $80.
Ft. Worth: Demand quiet; supply sufficient; 34% Texas origin, October $74.50, delivered Ft. Worth.
Seattle: Demand improved; supply fair; $84 ex-dock Seattle for 28% protein, water shipment from California; $84 for 34% linseed meal, delivered rail.
Portland: Demand slow; trend lower; supply ample; $69, f.o.b. Los Angeles; $85, delivered.
Chicago: Demand quiet; trend lower; supply adequate; 36% $63.50@65.50, 34% $63.50@64.75.
Minneapolis: Linseed oil meal prices remain easy, with supplies more than ample for trade needs. Some 36% meal sold early in the week as low as $54 bulk, Minneapolis. Demand was better at the lower levels; 50¢@$1 ton premiums are asked for deferred shipments. Quotations: 36% $55.50, 34% $57.50 bulk, Minneapolis.
Omaha: Demand slow; supply good; $65.
Cincinnati: Demand poor; trend easy; supply adequate; 34% old process $70@71.
Philadelphia: Demand moderate; supply fair; $69.50.
Kansas City: Demand only fair; market steady to slightly easier; 34% $56.50@57 bulk, Minneapolis; 36% $55@55.50 bulk, Minneapolis.
Buffalo: Demand slow; trend easier; supply good; $60@62.
Denver: Demand fair; trend steady; supply adequate; $83 ton.
Los Angeles: Demand slow; trend weak; supply ample; $67@68.
San Francisco: Demand fair; supply ample; $73.

MALT SPROUTS

Los Angeles: Demand good; trend steady; supply ample; $46.
Buffalo: Demand fair; trend firm; supply good; No. 1 $45@47.50.
Milwaukee: Demand fair; supply ample; No. 1 $42, No. 2 $37.
Chicago: Demand quiet; supply light; $40@41.50.
Boston: Demand and supply light; No. 1 $50, No. 2 $47.
St. Louis: Demand good; supply fair; $45 sacked.
New Orleans: Demand good; trend steady; supply light; $42.50@45.

MEAT SCRAPS

San Francisco: Demand fair, supply ample; $2.10 a unit of protein for 50%.
Denver: Demand slow; trend weak; supply adequate; $115.
Buffalo: Demand slow to fairly steady; trend easier; supply good; 50% $104@107.50.
Kansas City: Demand fairly active; offerings steady; market unchanged; 50% meat and bone scraps $124@125 sacked, Kansas City.
New York: Demand slow; trend lower; supply ample; 55% $114, 50% $105.
Chicago: Demand slowed up, supply light; 50% protein $110@115, bulk.
Portland: Demand slow; trend lower; supply ample; $1.95 a unit.
Cincinnati: Demand and supply good;

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trend firm; 50% $115 ton, sacked, f.o.b. Cincinnati.

Omaha: Demand good; supply fair; $115.

Seattle: Demand fair; supply ample; $2 a unit, f.o.b. producer's plant, l.c.l.; $1.50 a unit, delivered Seattle, carlots.

Ft. Worth: Demand fair; supply light; meat and bone, 40% $107@112, f.o.b. Ft. Worth.

Wichita: Demand good; supply adequate; 50% $124, f.o.b. plant; 55% no quotations, no offerings.

Milwaukee: Demand and supply fair; 50% $115.

Boston: Demand light; supply good; $1.80 a unit protein; converted $126.

St. Louis: Demand fair; supply adequate; 50% $116 bulk.

New Orleans: Demand good; trend steady; supply limited; 50% $124@135.

MILLET

St. Louis: Demand limited; supply scarce; hog, country run $2.70 cwt., bulk, in carlots, St. Louis; Early Fortune $2.70 cwt., bulk, carlots, St. Louis.

New Orleans: Demand limited; trend firm; supply scarce; $2.7e@2.7k, f.o.b. shipping points, bulk.

MILLFEED

Minneapolis: Prices eased somewhat due to slack demand, although supplies were still none too plentiful. Reduced running time at Minneapolis made it difficult for mills to make shipment on contracts, but at the same time offerings of interior mills were more plentiful. Quotations: bran $44@45, standard midds. $48.50@49, flour midds. $47@48, red dog $62@64.

Kansas City: Demand was reduced due to the fact that local offerings are out of line with competing Canadian quotations in the eastern market. Offerings are sufficient to meet the restricted demand. Quotations Sept. 28: bran $39@39.50, shorts $48@48.50. Shorts prices were held relatively steady because of the southern feeder and mixed car interest.

Omaha: Demand slow; supply good; bran $39.75, shorts $49.75.

Wichita: Demand fair for immediate delivery; supply about offsets demand; basis Kansas City, Sept. 26: bran $40@40.50, shorts $49.50; bran declined $1@1.50 ton, while shorts advanced 50¢ ton, compared with the preceding week.

Ft. Worth: Demand good for shorts, slow for bran; supply sufficient, offerings about equal to demand; carlots, prompt, wheat bran $46@48, gray shorts $57, delivered TCP, about $1.50 lower on bran but unchanged on shorts compared with a week previous.

Chicago: Demand rather quiet; supply adequate; bran $44.50@45, standard midds. $50@51, flour midds. $60@61, nominal; red dog $64.50@65.

Milwaukee: Demand quiet; supply ample; bran $45@45.50, middlings $51@51.50.

St. Louis: Demand slow; supply ample; bran $43.50, shorts $52.50, spot delivered St. Louis switching limits.

Indianapolis: Demand fair; trend steady to higher; supply ample; soft winter wheat bran $54, standard midds. $61, mixed feed $58, all sacked; no red dog offered.

Cincinnati: Demand poor; trend easier; supply adequate; bran $58, middlings $59@60.

Buffalo: Demand slow to quiet; trend easier; supply plentiful to good; standard bran $46.50@48, standard midds. $54@55, flour midds. $67.50@68.25, red dog $68.50@69.50.

New York: Demand quiet; trend steady; supply ample; bran $54.50, standard midds. $60@61.

Boston: Demand light; supply adequate; spring bran $52, middlings $58.

Philadelphia: Demand spotty; supply sufficient; bran $56, standard midds. $63, red dog $75.

New Orleans: Demand fair; trend unsettled; supply limited; the spread between bran and shorts has again widened, with bran $49.25@49.75, shorts $56.75@59.25.

Memphis: Demand fair; trend lower; supply ample; wheat bran $45, standard midds. $53, gray shorts $56.

Portland: Demand good; trend weak; supply ample; mill run $46, middlings $53.

Ogden: Supply average; to Utah and Idaho dealers: red bran and mill run, blended, white $47, middlings $51; to Denver: red bran and mill run $54, middlings $58; to California: red bran and mill run $56.50, middlings $58.50, carlots, f.o.b. San Francisco and Los Angeles.

Los Angeles: Demand fair; trend weak; supply ample; standard mill run $49.50@50; bran $53.50@55.

San Francisco: Demand fair; supply ample; $52.

MINERAL FEED

San Francisco: Demand steady; supply good; all purpose with iodine $65.

Los Angeles: Demand good; trend steady; supply ample; $70, all-purpose with iodine.

Denver: Demand slow; trend weak; supply ample; all-purpose with iodine $56 cwt., $62 block.

Kansas City: All-purpose with iodine $72.50 sacked, Kansas City; 50-lb. blocks packed in individual cartons $80.

Omaha: Demand good; supply fair; $70.

Portland: Demand good; supply ample; trend unchanged; $40@50.

Seattle: Demand fair; supply excellent; $54, ex-warehouse, for high phosphorus mixtures, l.c.l.; $48 for competitive brands, ex-warehouse, l.c.l.

Minneapolis: Minimum phosphorus 7% $95; vitamin mineral for hogs $90.

Ft. Worth: Demand fair; supply ample; mineral supplement, 20% calcium, 4½% phosphorus $75@80; mineral blocks, 50-lb. each, 21% calcium, 4% phosphorus, 17½% salt $2.25@2.45 block, f.o.b. Ft. Worth.

Wichita: Demand good; supply scarce; all-purpose with iodine, 50-lb. blocks $80, 100-lb. bags $72.50, f.o.b. plant.

Indianapolis: Demand good; trend unchanged; supply ample; mineral feed with iodine $49, 5-ton lots $48, 10-ton lots $47, f.o.b. Indianapolis.

Milwaukee: Demand good; supply ample; $70; 50-lb. blocks $2.15.

COTTONSEED OIL MEAL FUTURES

Closing prices of cottonseed oil meal (41% protein) on the Memphis Merchants Exchange in dollars per ton:

	Sept. 22	Sept. 23	Sept. 25	Sept. 26	Sept. 27	Sept. 28
Oct.	69.50@ 70.00	68.50@ 69.00	....@*67.25	66.50@ 67.25	66.75@ 67.50	68.25@ 68.50
Dec.	67.25@ 67.95	....@*65.75	....@*65.50	65.00@ 65.25	65.25@ 65.70	....@*65.50
Jan.	67.25@ 68.00	65.50@ 66.00	65.00@ 65.85	65.00@ 65.25	65.25@ 65.65	....@*65.50
Mar.	66.55@ 67.75	65.25@ 66.00	65.25@ 65.75	....@*65.00	65.00@ 65.50	65.50@ 66.00
May	66.00@ 67.00	64.00@ 65.25	64.00@ 65.50	64.00@ 64.75	64.00@ 64.50	64.25@ 66.50
July	66.75@ 67.50	66.00@ 66.00	66.00@ 65.50	64.00@ 65.00	64.75@ 65.25	66.00@ 66.00
Sales (tons)	1,600	1,000	1,200	1,600	2,700	1,500

*Plat.

SOYBEAN OIL MEAL FUTURES

Closing prices in soybean oil meal (basis Decatur, Ill.) on the Memphis Merchants Exchange, in dollars per ton (sacked basis):

	Sept. 22	Sept. 23	Sept. 25	Sept. 26	Sept. 27	Sept. 28
Oct.	....@*57.00	56.25@ 57.25	....@*56.50	....@*56.00	....@*56.00	56.40@ 56.75
Dec.	....@*57.25	....@*57.25	....@*57.25	56.75@ 57.10	....@*57.00	57.25@ 57.50
Jan.	57.50@ 58.00	....@*57.75	57.25@ 57.75	57.00@ 57.25	57.00@ 57.50	57.40@ 57.50
Mar.	....@*58.00	....@*58.10	....@*57.50	57.00@ 57.70	57.50@ 58.00	57.65@ 58.00
May	....@*58.50	....@*58.50	....@*57.75	....@*57.60	....@*57.85	58.10@ 58.25
July	59.25@ 59.75	....@*59.00	....@*58.25	....@*58.00	58.25@ 58.50	58.45@ 58.90
Sales (tons)	3,700	3,300	4,000	1,900	2,900	5,000

*Plat.

MOLASSES

San Francisco: Demand good; supply fair; $32 ton, f.o.b. cars, Richmond, Cal.

Los Angeles: Demand good; trend upward; supply ample; $32, f.o.b. tank cars, Los Angeles harbor.

Denver: Demand and supply good; trend steady; $2.75 cwt.

Buffalo: Demand good; trend higher, market started working higher beginning of week and held firm throughout; supply short to fair; $40@42.50 ton.

Kansas City: Offerings are practically unobtainable for the spot position; October forward is quoted 24¢ gal., New Orleans, or 3¢ higher than the spot market a week ago; supplies light in comparison with demand.

Cincinnati: Demand fair; trend higher; supply adequate; 21½¢ gal., f.o.b. New Orleans.

Minneapolis: Offerings are very limited; with most sellers out of the market. No futures are being offered. Quotations: 22¢ gal., f.o.b. New Orleans, nominal.

New York: Demand good; trend higher; supply limited; blackstrap, tank cars 20@21½¢ gal.

Portland: Demand good; trend higher; supply ample; $32 ton, tank cars.

Seattle: Demand good; supply ample; $32 ton, in tank cars; $11.50, 600-lb. drum.

Ft. Worth: Demand urgent; supply critically short; nominal, blackstrap, prompt, 21½¢ gal., f.o.b. Houston, $45.27 ton, delivered Ft. Worth.

Memphis: Demand good; trend strong; supply limited; blackstrap 21¢ gal., tank cars, f.o.b. New Orleans.

Indianapolis: Demand good; trend firm to higher; supply light; 50 gal. drum $17.50, including drum; bulk, 55-gal. $15, ton $53, barrels extra.

Milwaukee: Demand good; supply scarce; $50.

Boston: Demand steady; supply fair; 20¢ gal., in tank cars.

New Orleans: Demand slow; trend strong to higher; supply very limited; 21¢ gal. in tank cars, f.o.b. New Orleans.

NIACIN

New York: Trend steady; supply not heavy; $6 kilo.

OAT PRODUCTS

New Orleans: Demand fair; trend unsettled; supply ample; pulverized white oats $62@73, feeding oatmeal $90.50, feeding rolled oats $99.95.

Milwaukee: Demand fair on pulverized, good on regrounds; supply ample on pulverized, fair on balance; pulverized, white $52, feed $49; molasses oat feed $38.50@44.50; regrounds, 3% $22.50@23, 6% $25.50.

Boston: Demand fair; supply ample; white pulverized, domestic $62; Canadian $58; reground oat feed $25.

Minneapolis: Processors report fair demand which keeps plants operating at a steady pace. Prices are unchanged. Quotations: poultry rolled oats $88, standard pulverized $63.

Chicago: Demand quiet; supply light; reground oat feed $19; fine ground feeding oatmeal $88; feeding rolled oats $90.

Buffalo: Demand steady; trend easier; supply good; reground oat feed $22.50@23.50; pulverized white oats $54@57.

Philadelphia: Demand small; supply sufficient; pulverized white $65; Canadian reground $70, domestic $70.

Portland: Demand good; trend lower; supply ample; white rolled $65, ground $64, cleaned white $66, cleaned gray $66.

Memphis: Demand poor; trend lower; supply ample; 3½% protein reground oat feed $25.

Indianapolis: Demand slow; trend higher to steady; supply light; pulverized oats $57, crimped oats $80, steel-cut oats $100, oat groats $100, fine ground oatmeal $95, rolled oats $100, whole ground oats $57, recleaned No. 2 white oats $1.05 bu., sacks extra.

St. Louis: Demand fair; supply ample; pulverized white oats $56; reground oat feed $21, 5% protein $1 higher.

OYSTER SHELL

Boston: Demand fair; supply ample; paper $19.27, cloth $20.77.

New Orleans: Demand fair; trend steady; supply ample; $12.

San Francisco: Demand fair; supply ample; local $11, eastern $21.65.

Los Angeles: Demand good; trend steady; supply ample; eastern $22.04 in paper; $24.04 in burlap; local $11@14.

Denver: Demand and supply fair; trend no change; $1.20 cwt.

Portland: Demand good; supply ample; trend unchanged; western shell $26, granite grits $23, crystal grits $21, western shell flour $20, eastern shell flour $26.

Seattle: Demand fair; supply ample; western $24, eastern $27, both ex-warehouse, l.c.l.

PEANUT OIL MEAL

New Orleans: Demand good; trend steady; supply limited; $83@85 on 41%.

Milwaukee: Demand good; supply fair on 24%, light on 41%; 24% $87, 41% $85.

Memphis: Demand good; trend steady; supply fair; 45% protein $87, basis Enterprise, Ala.

PEAT MOSS

New Orleans: Demand good; trend steady; supply adequate; 160- to 170-lb. bales $3.75@4, German origin.

Boston: Demand steady; supply adequate; carlots $2.65@2.75, l.c.l. $3.90@3.

MILLFEED FUTURES

The following is a comparison of settling prices at Kansas City for Sept. 21 and 28:

Bran—	Sept. 21	Sept. 28
September	$ ....@*48.50	$ ....@ ....
October	41.50@ 41.65	39.10@ 39.50
November	....@*43.00	41.30@ 41.75
December	43.35@ 43.75	42.65@ 42.75
January	43.75@ 44.40	43.20@ 43.50
February	44.45@ 44.75	43.50@ 43.75
March	....@	....@*44.00
Shorts—		
September	$49.30@ 49.75	$ ....@ ....
October	49.75@ 50.00	47.55@ 47.75
November	49.20@ 49.25	46.75@ 47.25
December	47.50@ 48.50	46.30@ 47.25
January	47.25@ 48.25	46.25@ 47.00
February	47.75@ 49.50	46.75@ 48.75
March	....@	47.50@ 49.50
Sales (tons)	1,650	1,800

*Sale.

Portland: Demand good; supply ample; trend unchanged; $2.70.

New York: Demand steady; trend firm; supply sufficient; Canadian $2.60@2.90, imported $2.25@2.35.

Chicago: Demand light; supply ample; poultry moss $2.75, horticultural $2.75.

Philadelphia: Demand moderate; supply adequate; imported, 110 lb. bale $2.60.

San Francisco: Demand fair; supply good; $2.85 bale.

Seattle: Demand slow; supply ample; $2.55 bale, ex-warehouse, either horticultural or litter.

POTASSIUM IODIDE, U. S. P.

New York: Demand normal; supply ample; trend steady; 200-lb. lots $1.96, 100-lb. lots $1.97, 25-lb. lots $1.98; potassium chalk mixture, 250-lb. lots $1.86, 100-lb. lots $1.88, 25-lb. lots $1.89.

St. Louis: Demand and supply good; 100% pure potassium iodide, U.S.P., 100-lb. lots $1.97 lb. in fiber drum; 25-lb. lots $2 in fiber drum, 25-lb. drums or larger, f.o.b. St. Louis, freight allowed; 5-lb. lots $2.07 lb. in bottles, f.o.b. shipping points; 90% potassium iodide calcium stearate mixture, 225-lb. lots $1.86 in leverpak drum; 100-lb. lots $1.88 in fiber drum, f.o.b. St. Louis, freight allowed.

RIBOFLAVIN

New York: Demand normal; trend unchanged; supply ample; 12½¢ gm. equivalent, freight allowed.

Terre Haute: Demand and supply good; 12½¢ per gram of contained riboflavin, with freight allowed, for 8,000 and 16,000 potency dried fermentation solubles.

RICE BY-PRODUCTS

Memphis: Demand good; trend higher; supply fair; bran $36.50, f.o.b. Arkansas points.

New Orleans: Demand poor; trend steady; supply sufficient; bran $35@38; no quotations on hulls.

Ft. Worth: Demand fair; supply sufficient; rice bran $27.50@28, quick or October through December; hulls $3@3.50, f.o.b. south Texas rice mills, immediate or prompt shipment.

San Francisco: Demand good; supply fair; bran $53, polish $55.

SCREENINGS

Minneapolis: Demand is slow, with most buyers awaiting an opportunity to book winter needs at lower prices. Quotations: dust $10@14, lights $15@20, mediums $20@25, heavies $25@35; flax screenings $25; Canadian refuse $17 bulk, Duluth; Canadian ground screenings $26.50 sacked, Duluth.

Chicago: Demand fair; supply light; ground grain screenings $32@34; Canadian refuse screenings $25.

New Orleans: Demand spotty; trend down slightly; supply light; heavy grain $35@36.

SESAME MEAL

San Francisco: Demand fair; supply ample; $75.

Los Angeles: Demand slow; trend weak; supply ample; $77, delivered sacked.

SORGHUMS

New Orleans: Demand very limited; trend firm; supply sufficient; No. 2 yellow milo $2.19, Kansas City.

Ft. Worth: Demand fair; supply sufficient; carlots, bulk, No. 2 yellow milo $2.04@2.12, delivered TCP.

SOYBEAN OIL MEAL

San Francisco: Demand fair; supply ample; $81.01.

New Orleans: Demand fair; trend slightly lower; supply adequate; 41% $75.50@76.

Milwaukee: Demand fair; supply ample; 41% $66, 44% $68.

Los Angeles: Demand spotty; trend unsettled; supply ample; spot or transit $53@54, bulk, Decatur; October $51; October through April $50.50, equivalent $79.51, delivered sacked.

Denver: Demand and supply good; trend steady; $53.

Kansas City: Slightly easier tone with demand somewhat slower and offerings on the pick-up; spot market continues firm at $53@54.50 bulk, Decatur, for this week or the first in October; October-November-December and October-March trades mostly $51 bulk, Decatur, with offerings up to $53 or more in some instances.

Minneapolis: The soybean oil meal market is unsettled as the adjustment to a new

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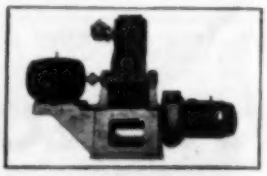

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crop basis develops. Trade is slow, and prices are generally lower. Quotations: $51 @52 bulk, Decatur, for spot. Some sales of futures at discounts of $2@3 ton were reported.

Seattle: Demand slow; supply ample; $52 ton, quick shipment, sacked, Seattle; $50 ton, October forward.

Chicago: Demand fair; supply adequate; 41% protein $58.50@59, bulk; 44% $55, bulk.

Decatur: Demand fair; supply adequate; 41% protein $52.50@53, bulk; 44% $53, bulk.

Portland: Demand slow; trend lower; supply ample; October $52.50, f.o.b. Decatur; November-December $50, f.o.b. Decatur.

Omaha: Demand slow; supply good; $67.

Cincinnati: Demand good; trend steady; supply adequate; $52 bulk, f.o.b. Decatur.

Philadelphia: Demand light; supply fair; $72.

Boston: Demand cautious; supply ample; $67.

Ogden: Supply average; $92@94.

Ft. Worth: Demand dull; supply sufficient; 41% and/or 44% $70.63@73.63, October-March, delivered Ft. Worth.

Indianapolis: Demand slow; trend weak to lower; supply ample; 44% $69.

Memphis: Demand good; trend steady; supply fair; prime 41% protein, old process, sacked $64, f.o.b. Memphis.

Wichita: Demand improved; supply ample; 41% $75, f.o.b. Wichita.

SUNFLOWER SEED

St. Louis: Demand fair; supply plentiful; hybrid variety (small seeded) $7.50, local grown poultry grade $9, both cwt., sacked, f.o.b. St. Louis, ton lots, carlots available. Parrot sunflower seed, large black $14 cwt., large gray $14 cwt., St. Louis.

TANKAGE

Wichita: Demand good; supply adequate; 60% $129, f.o.b. plant.

Ft. Worth: Demand fair; supply light; 60% digester $120@125 ton, f.o.b. Ft. Worth.

Omaha: Demand good; supply fair; $125, bulk.

New Orleans: Demand fair; trend stronger; supply adequate; 60% $135@140.

St. Louis: Demand fair; supply adequate; 60% $125 bulk.

Milwaukee: Demand and supply fair; $120 for 60%.

Kansas City: Demand fair to good; offerings rather limited; market steady; 60% digester tankage $125@130 sacked, Kansas City.

Denver: Demand fair; trend weak; supply adequate; $116.

Chicago: Demand good; supply light; 60% digester $120@122 bulk.

WHEAT GERM

Chicago: Market stronger; demand fair; supplies adequate; $91.

DISTRIBUTION OF REVISED ADA TRADE RULES BEGINS

CHICAGO—The revised trade rules booklet of the American Dehydrators Assn. is being mailed to members, according to a recent announcement by Lloyd S. Larson, ADA secretary.

Copies are also being distributed nationally to feed manufacturers, brokers and other interested parties. Additional copies may be obtained upon request from the ADA office at 53 W. Jackson Blvd., Chicago 4, Ill.

SCOTT McCLURE NAMED BY INVESTMENT FIRM

BUFFALO—Scott W. McClure, former assistant manager of the feed sales department of the International Milling Co. here, has been appointed manager of the feed ingredients division of Merrill Lynch, Pierce, Fenner & Beane in Buffalo.

D. A. Doehnert, former manager of the Huff & Cook Mill at Roanoke, Va., has been appointed assistant manager of the commodity department of the investment firm in Buffalo.

NEWSOME COMMISSION ENTERTAINS FEED MEN

MINNEAPOLIS — The Newsome Commission Co. entertained about 85 of its friends in the feed trade at a cocktail party and dinner at the Buckhorn Cafe, Long Lake, Minn., Sept. 22. Robert L. Newsome, Richard H. Newsome and Howard M. Stuart were hosts.

Deane W. Malott Talks at NGTC Luncheon Meeting

KANSAS CITY — Business men should assume greater responsibility for the solution of world problems, Chancellor Deane W. Malott of the University of Kansas, Lawrence, said in the feature address of a luncheon held by the National Grain Trade Council in Kansas City Sept. 26. The meeting, which took place at the Hotel Muehlebach, was in conjunction with the annual convention of the Grain & Feed Dealers National Assn.

Government officials alone cannot cope with the problems that face America today, Chancellor Malott declared. The great industrial potential of the U.S. is producing goods and services at the rate of $280 billion a year, he pointed out. The impact of this great output on the world's economy is so great as to affect the lives of every person on the globe, he said.

"This high rate of industrial activity, attempting to meet long-deferred demands arising in World War II, still further burdened by the incipient demands resulting from high prices and general prosperity and further augmented by the new war economy in America, has brought this nation to the dangerous verge of serious inflation," the chancellor said. "Inflation may be fought, somewhat haphazardly and belatedly, by government controls, always reluctantly used in an election year. It may be fought also by government economies, but our government has shown no real disposition to economize since the almost legendary days of President Coolidge.

"Business, in this difficult situation, should act on its own initiative and promptly," Chancellor Malott continued. "While it must assure availability of plants and materials for military production, it must be even more efficient, it must be less wasteful, it must keep inventories low, it must hold prices down, and it must curtail excessive credit expansion."

Covering many of the national and international profilems of the day, the speaker brought constantly to the attention of the group their responsibilities as business men and citizens in the protection of the democratic freedoms which have made possible the development of business as it is known in America today.

GEORGE E. GANO BUYS 7 COLORADO ELEVATORS

HUTCHINSON, KANSAS—George E. Gano, Hutchinson, has announced the purchase of seven southeastern Colorado elevators owned by the Des Marteau Commission Co., Hutchinson. Floyd Hazelton, local manager of the Des Marteau firm, will continue in that capacity under the new ownership. E. W. Cram, Lyons, Kansas, is another partner under the new ownership.

A. W. Des Marteau, Sr., who has headed the firm, was president at the time of the sale. Associated with Mr. Des Marteau were his two sons, A. W. Des Marteau, Jr., and R. C. Des Marteau.

The elevators, all constructed since 1946 and with a total capacity of 2 million bushels, are located at Lamar, Granada, Bristol, Hartman, Stuart, Sheridan Lake and Haswell, Colo.

BUYS FEED COMPANY

CARMICHAEL, CAL.—The Quality Feed Store here has been purchased from Everett Taulbee by Leo Messier.

Ben Schulein, Jr., J. B. Gregg Win G&FDNA Golf Meet

KANSAS CITY—Joseph B. Gregg of the Morrison-Gregg-Mitchell Grain Co., Kansas City, and Ben Schulein, Jr., of the Neumond Co., St. Louis, tied at 76 for low gross prize in the annual golf tournament at the convention of the Grain & Feed Dealers National Assn. in Kansas City, Sept. 25. Mr. Gregg was awarded the Clark trophy which has been the winner's reward for some years, and Mr. Schulein was awarded the new cup donated this year by the members of the Kansas City Millfeed Futures Market.

Third low gross was also a tie between Cort Addison of the Addison-Hursley Grain Co., Kansas City, and Joseph S. Geisel of the Geisel Grain Co., both of Kansas City. They shot 78.

Low net prize went to W. M. Lambert of Muir & Co., New York. Another tie resulted for second low net between M. A. McClelland of the M. A. McClelland Co., Kansas City, and Clark King, grain dealer of Pittsfield, Ill. Fourth low net was won by E. T. Pettersen of Cargill, Inc., Minneapolis.

Among other prize winners were: M. A. Cass, LeMars, Iowa; K. K. Kneen, Wichita, Kansas; Merle Rasmussen, Beresford, S.D.; Harold Johnson, Minneapolis; D. L. Ashton, Washington; O. F. Clayton, Minneapolis; Thomas Matier, Cozad, Neb.; C. W. Johnson, New York; Norman Clarke, Minneapolis; Wright Cochran, Topeka, Kansas; A. E. Sargent, Des Moines; Dean Tucker, Kansas City; S. H. Nelson, Salt Lake City, and R. E. Nye, St. Louis.

Play took place at Hillcrest Country Club. T. A. O'Sullivan of Flour Mills of America, Inc., Kansas City, was chairman of the committee in charge of the tournament.

Missouri Grain Men Elect O. M. Robison New President

KANSAS CITY—Oral M. Robison, Lathrop, Mo., was elected president of the Missouri Grain, Feed & Millers Assn. at the business meeting of the organization in Kansas City, Sept. 26. He succeeds Harry Bolte, of the Boone County Feed Co., Columbia, who was named second vice president, a newly created office.

Wade Henderson, Albany, was elected first vice president, and D. A. Meinershagen of the Eagle Mill & Elevator Co., Higginsville, was reelected secretary-treasurer.

H. H. Green of Pattonsburg, continues as honorary vice president and D. A. Meinershagen of Higginsville, as executive vice president.

The association elected three new directors: Ken Clark of the Clark Grain Co., St. Joseph; B. W. Mason of the Belton (Mo.) Elevator, and Alton Bowers of Marco Mills, Inc., Joplin, Mo.

It was decided to alter the name of the association by including the term "Seed" in the organization name and broadening the program to include that phase of business.

GRAIN SHIPMENTS UP

TOLEDO—The Anderson Elevator Co. at Maumee, near Toledo, will ship a total of 25 or more grain cargoes from that port this season, more than double the 1,078,834 bu. shipped last year. According to an estimate of Harold Anderson, head of the company. Shipments from the Anderson elevator last season equalled four fifths of all the grain moved from Toledo. Grain was shipped by vessel from Toledo in 1949 for the first time in several years. The grain from the Anderson elevator comes by trucks and semi-trailers from farms of Ohio, Michigan and Indiana, and is unloaded from the trucks by mechanical equipment and moved to loading docks by rail.

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Chicks Plated in Principal Broiler Areas

(in thousands)

Week ending	East'n Conn.	Del-Mar-Va.	Va. Shen. Valley	N.C. Chatham-Wilkes	North Georgia	N.W. Ark.	Texas	Totals 1950	Totals 1949
July 1	262	3,091	693	490	1,382	633	669	7,220	5,764
July 8	229	3,111	719	459	1,427	767	686	7,390	5,361
July 15	235	3,130	646	458	1,355	671	685	7,171	4,939
July 22	157	3,128	669	444	1,317	647	638	6,991	4,301
July 29	180	3,235	624	392	1,338	627	619	7,065	4,413
Aug. 5	164	3,163	646	407	1,280	696	621	6,980	4,468
Aug. 12	183	3,246	645	440	1,309	649	631	7,063	4,649
Aug. 19	284	3,154	642	396	1,267	769	636	7,148	4,801
Aug. 26	294	3,081	647	430	1,244	719	621	7,036	4,549
Sept. 2	266	3,031	584	413	1,198	710	643	6,834	4,491
Sept. 9	221	3,136	621	413	1,271	714	596	6,971	4,696
Sept. 16	262	3,277	665	424	1,272	676	634	7,110	5,226
Sept. 23	256	3,293	706	432	1,310	673	623	7,300	5,479

The above summary is compiled by the Crop Reporting Service of the U.S. Department of Agriculture at Little Rock, Ark.

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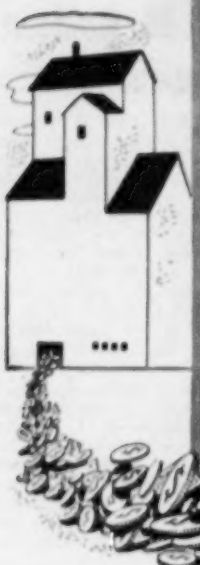

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Grain and Feed Dealers

(Continued from page 8)

ment control that may lie ahead. In that way government policy may be influenced toward more workable controls and it will be easier afterwards to return to normal conditions, he said. He offered the following proposals:

"Let's put into government the men we know will think, act and do what the American public wants done. This means a lot of third rate men need to be replaced with first class officials.

"Let's go out and work for these men. Let's not just back them up with words; let's give them every support they need for a successful campaign.

"Let's get acquainted with our representatives. Let's tell them when they do a good job, and let's skin them alive when they don't. You will be surprised how much better your government will become if you simply make a habit of expressing your opinions where they count.

"Let's get people out to vote."

"It is facts instead of theories that are needed to solve the agricultural problems of the nation, Wheeler McMillen, editor of the Farm Journal, Philadelphia, emphasized in his talk at the convention banquet.

"One new crop on the Great Plains that would fit there as soybeans have fitted into the Corn Belt would prevent forever the recurrence of wheat surpluses," the farm paper editor said. "More new crops can prevent the cotton and potato surpluses. It would be far cheaper to spend a few million dollars to search out such crops than to continue to spend another $20 billion as has been done these last 20 years, to fight surpluses without really touching the problem. Such new crops can be found.

"Government theories have delayed progress because they have stood in the way of finding new facts. What if there had been a government-financed Buggy Credit Corp. in 1905? Warehouses would still be full of buggies and the taxpayers would still be paying the bills."

Mr. McMillen said that all American agriculture depends on fewer than 200 plant species and does most of its farming with only a dozen. Yet 15,000 species of plants are native to North America north of the Rio Grande River, he said. A "Manhattan Project" in agricultural research, to find new crops, new uses for crops, and new facts about soils and culture, could insure the future prosperity of the U.S., he concluded.

Frank A. Theis, president of the Simonds - Shields - Theis Grain Co., Kansas City, was the "honor guest" of the association at the banquet. He was introduced by Mr. Robinson, who briefly reviewed Mr. Theis' many contributions to the welfare of the grain industry during a quarter century of service in various capacities.

CINCINNATI FEED CLUB WILL HEAR CARTOONIST

CINCINNATI — The Cincinnati Feed Club will hold its first seasonal dinner meeting Oct. 2 in Hotel Sinton, with Chairman Darrell H. Dome presiding. The speaker will be L. D. Warren, cartoonist for the Enquirer, local morning newspaper.

Markets

(Continued from page 2)

ers. Favorable war news has stemmed an earlier inclination to stockpile supplies.

Millfeed markets sagged slightly as offerings became more plentiful, and oilseed meals also were easier as an adjustment to new crop prices was sought. Alfalfa meal was firmer, however, as were most of the milk byproducts.

Pacific N.W. Trade Encouraged by Better Feeding Ratios

Formula feeds were on the downgrade in the Pacific Northwest again last week, general declines of $1@2 ton all along the line being registered. Feed men stated that the decline was due to easiness in grains, lower prices on millfeed and the proteins.

Although markets are dull, an undertone of optimism was noted through the trade, based on more favorable feeding ratios for both dairymen and poultrymen which are beginning to emerge as a result of recent declines in feed costs.

Private estimates in the trade indicated that next spring will find the poultry population of this area substantially increased, and although it is a little too early to predict how the turkey men will come out, present indications point to a satisfactory year for them, which in turn will mean a substantial carryover of breeding flocks.

The outlook for dairymen has improved considerably in the past 30 days, and feed men for the most part are now busily running down their inventories in anticipation of further purchasing at current reduced levels.

Weather conditions have been satisfactory for dairymen, with enough rain recently to give a little life to dried-out pastures within the past week. Reports from eastern Washington indicate that most of the harvest is completed, and virtually all of the barley has either been placed in storage or been sold.

A considerable amount of wheat is still on the ground, but it is expected that this will move into terminals before the really bad weath-

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er comes. The harvest of oats is about completed in eastern Washington, and in western Washington local oats are moving steadily into storage. Some improvement in the boxcar situation has been noted in the past week, according to grain handlers.

Replacement Orders Keep Trade Steady in Central Area

The formula feed trade in the central states is holding up remarkably well. Dealers are not anticipating future needs as a rule, but there is a steady flow of replacement orders, and their stocks are down to about normal or slightly below.

Some manufacturers say the boxcar situation was not quite so tight during the past week or so, although in some spots it is getting bad again. Railroads are pulling cars out for the movement of soybeans. As a rule dealers do not worry about this, but leave it to the manufacturers to worry about the shipments. A few manufacturers have been using refrigerator cars during recent months. Loading capacity is not quite as heavy, but has been working out satisfactorily.

Egg mashes are picking up, and a fairly good business is reported. Broiler feeds are holding up well. A good crop is being raised and prices seem to be satisfactory. Dealers as a whole are optimistic, and they are expected to buy more baby chicks this season, if prices do not get out of line. Just at present, they are considered high.

Turkey feeds have held up well, but they are beginning to slow up now due to approaching holidays, and dealers seem anxious to reduce their stocks.

Hog feeds are moving well as the fall crop is good, and these and cattle feeds are now being booked up to 90-day requirements.

Formula mills continue to operate practically full time five days a week, and most mills have a satisfactory amount of business on their books.

Formula Demand Satisfactory in Northeast

Northeastern mills producing formula feeds ran this week at a satisfactory rate. One mill with eastern outlets had a short spurt of overtime at the end of the week.

Oil seed meal quotations were under the previous week with an easier trend apparent. Offerings seemed to be plentiful, and buyers were avoiding extended commitments but satisfied to take the spot offerings when they appeared in line. Soybean production for this season remains very favorable, and with the advent of better weather throughout the soybean producing belt plentiful supplies of meal are expected.

Molasses had a sharp spurt upward in this market during the past week of around $6 ton, with buyers grabbing at any and all offerings within reasonable shipping dates.

Millfeeds started the week on a fairly firm basis but gradually weakened during midweek and remained more or less under pressure for the remainder. Good flour production recently in this area accounted for some of the weakness, but sources close to the trade report that western bran is beginning to pile up and is spilling over into eastern markets.

Offerings of Canadian frosted wheat are beginning to appear in this area, but so far no real interest has been shown by the trade. Samples being passed around are not attractive, and with the ample supply of home grown grains it is not thought that it will offer any serious competition as far as substitutions for ingredients now used in formula feeds.

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September 7, 1950

Manager, Grain Dept.
Brown-Forman Distillers Corp.
Louisville, Kentucky

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I have always contended that it takes a complete balanced ration of feed to get the best results in fattening show cattle.

This B-F SuperSol added to our feed ration has been a wonderful help. Our cattle carry a tremendous thickness of flesh, and this good condition has been the main factor in our having been able to win three times in a row the Bull Champion at our State Sale and Show at Sedalia, and this year our D D Silver Domino sold for a record top.

I am glad to recommend B-F SuperSol to my friends.

Sincerely,

Earl Babbitt

EARL BABBITT

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LEFT: Owner Ralph E. Davis with D. D. Silver Domino which sold at a record top.

RIGHT: Manager Earl Babbitt with Registered Herefords at Missouri Show and Sale, Sedalia.

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